

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 98

MARCH 19, 1938

Number 12



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THE NATIONAL PROVISIONER

THE MAGAZINE OF THE MEAT PACKING AND ALLIED INDUSTRIES

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Daily Market Service (Mail and Wire)

"THE NATIONAL PROVISIONER
DAILY MARKET SERVICE" reports
daily market transactions and
prices on provisions, lard, tallow
and greases, sausage materials,
hides, cottonseed oil, Chicago hog
markets, etc.

For information on rates and
service address The National Pro-
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Modern Equipment Gives Schwahn MANY PROFIT ADVANTAGES

Every Department of Eau Claire Plant
Geared for Sanitary, Economical Production

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1. CLEAN? And how! You'll find no dripping ceilings, no sweating walls in the Schwahn plant—and the air is clear and pure. Reason: Temperature and humidity are both controlled by Carrier Air Conditioned Refrigeration. Result: Products are better, command better prices.

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3. NICE WORK—and you can get it—with the same equipment used by the Schwahn Sausage Plant. See the Carrier Cold Diffuser at the left? It keeps the chilled, humidity-controlled air in constant motion, so the stored meats are clean, attractive and appealing. Buyers pay premiums for such meats.

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To replace your present compressors with Carrier refrigerating machines—to modernize your smokehouse with new Carrier Smokehouse equipment is just as simple—just as economical.

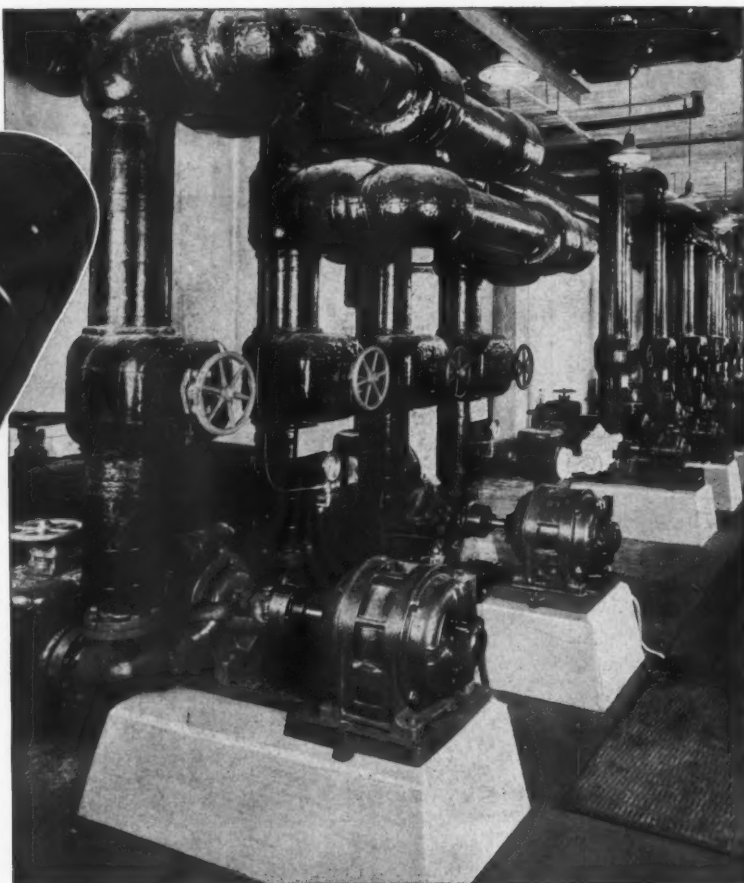
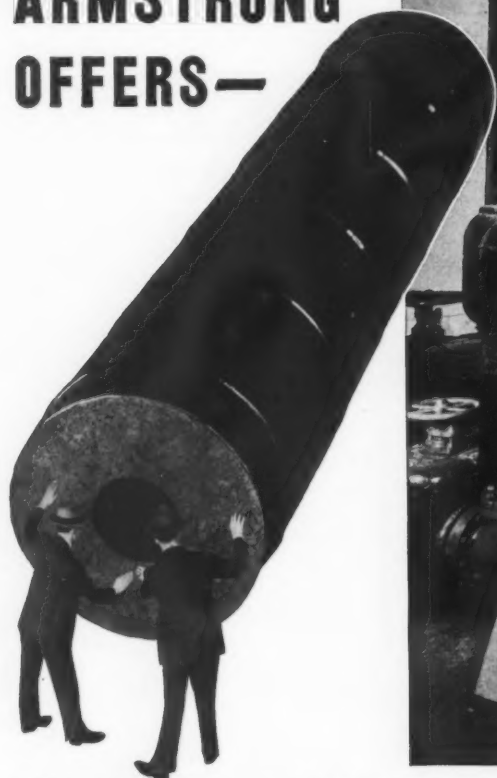
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NOW'S the time to check over cold lines—to get ready for the heavy-load season just ahead. Let an experienced Armstrong engineer help you survey the insulation of your plant and equipment. There is no obligation for this service.

This expert can do two things for you! He can tell you quickly how much bare cold lines are costing you now in wasted refrigeration, whether it would pay you to insulate them. And he can check your present insulation to find out if it is doing its job efficiently or

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from papers that lack its Qualities



1 Take a sheet of the paper to be tested, douse it in a bowl of water, hold it in your hands and soap as you would a washcloth. Soap both sides, using plenty of water.



2 Take the paper in both hands and rub together as you would wash a washcloth.



3 Note that STA-TUF is intact, has no holes, held together splendidly—while the other sheet has disintegrated, and would not properly protect.



4 AND IN ACTUAL MEAT SHIPMENTS. Both of these sheets were used to wrap fresh pork, conditions of wrapping and shipping were identical. Note how STA-TUF was unwrapped as a single, intact sheet!

A Two-Minute Test You Can Easily Make Shows What Happens to Paper on Meat Shipments

This is the soap-and-water test that almost immediately reveals whether or not certain sheets are capable of protecting fresh meats to their destination.

Soap is used because it cuts grease as well as water-repelling materials such as oil or wax, permitting the water to get into the sheet quickly.

This test shows in two minutes the way moisture from meat soaks into even the water-repelling wrappers during actual shipments, causing disintegration although, of course, the action is naturally slower.

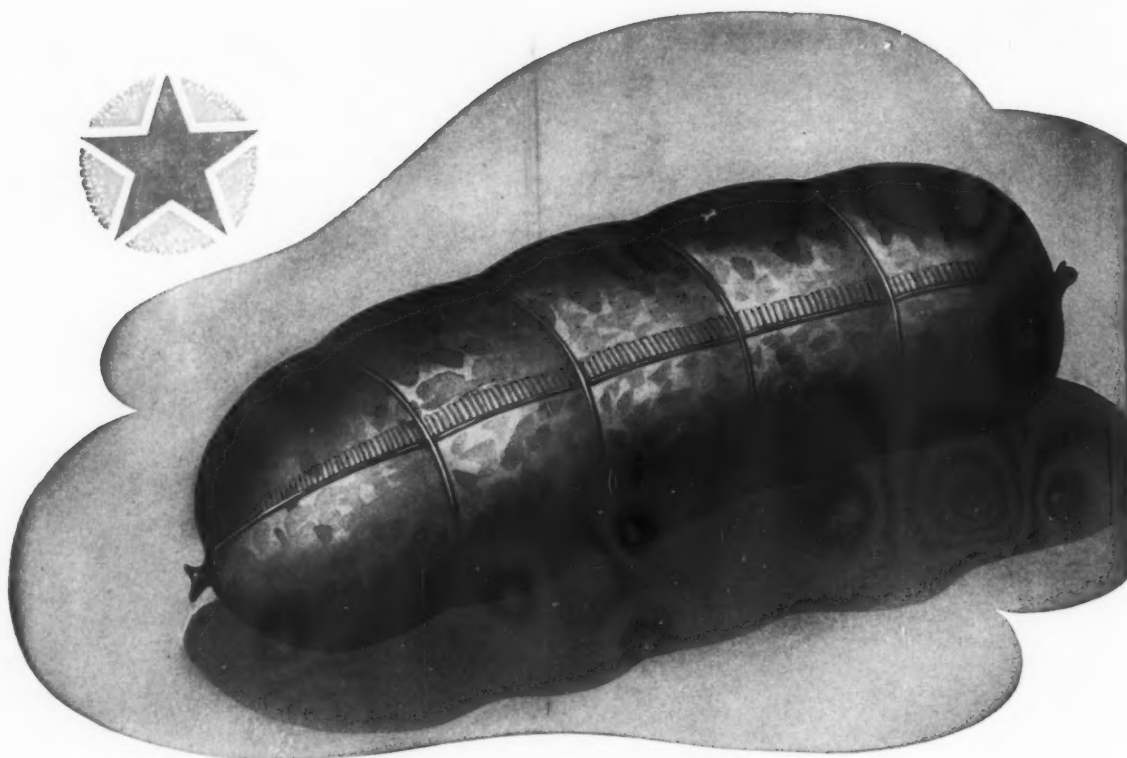
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THE NATIONAL PROVISIONER

MARCH 19, 1938

*The Magazine of the Meat
Packing and Allied Industries*

PRODUCT IDEALS *Create* *Plant* EXPANSION *Needs*

MANY different factors contribute to the growth and expansion of successful sausage manufacturing plants.

Reviewing the histories of such concerns it will be found, however, that they have high quality product ideals to which they adhere steadfastly regardless of local and particular conditions and favorable situations.

Frequently high quality sausage has been directly responsible for the launching of a sausage manufacturing business. Many a retailer has become successful as a sausage manufacturer only because he made products which were so good and became so popular that the opportunities in sausage making to the exclusion of retailing were clearly indicated.

Good Sausage Easily Sold

Success built on quality products is not always rapid, but it invariably rests on the solid foundation of consumer demand and loyalty. A step forward under such conditions is easily retained, because volume is not greatly influenced by ill price winds which blow or the whims of retailers.

Good merchandising methods are usually an accompaniment of quality products. Good sausage can be sold by whatever methods may be used, but it can be sold just as easily by ethical means. There is no advantage, therefore, in using any others. Inferior products, on the other hand, generally require an altogether different sales policy. High



A MODERN PLANT IN ATTRACTIVE SETTING

Exterior view of the new home of the A. F. Schwahn & Sons Co., sausage manufacturer, at Eau Claire, Wis. This is considered one of the finest of its size to be constructed in recent years.

quality products can stand on their own feet. Less desirable sausage requires continual artificial sales stimulation to keep it moving in any considerable volume out of a plant.

The history of the A. F. Schwahn & Sons Co., Eau Claire, Wis., whose ultra modern plant was placed in operation recently, is typical of that of many successful sausage manufacturers.

A. F. Schwahn, founder of the business, started in Eau Claire as a meat retailer in 1878. In addi-



REVIEWS *Meat Drive* RESULTS



LIVESTOCK PRODUCERS BOOST MEAT

At the recent annual meeting of the Kansas Livestock Association at Wichita, Governor Walter A. Huxman of Kansas issued a proclamation urging support of the meat campaign and increased meat consumption. At the annual banquet here shown the national campaign pennants and posters added to the meat atmosphere of the gathering. Action of the Kansas group is typical of that taken by live stock associations throughout the country. (Photo National Live Stock and Meat Board.)

THROUGH assistance from newspapers, railroads, retailers, hotels, restaurants and other groups, "millions of dollars have been added to the value of the farmer's live stock in the last few weeks by the nation-wide movement sponsored by the Institute of American Meat Packers to arouse increased interest in meat, accompanied by seasonally reduced marketings of live stock and consequent smaller production of meat," Wm. Whitfield Woods, president of the Institute, told members of the Kansas Live Stock Association in session at Wichita.

"Meat prices are still far below the levels reached last autumn and quality is definitely better," he added.

"Prices of cattle, hogs and lambs, which, as a result of steady declines between September and January had taken the most drastic drop in the history of the industry for such a period, have not only stopped declining, but actually have advanced since the beginning of February," he said.

When the nation-wide campaign to arouse consumer interest in meat, sponsored by the Institute, was first brought to the attention of the meat and live stock industry and allied and inter-related industries, it was pointed out that cattle feeders were losing from \$30 to \$40 a head, and that lamb feeders also were in a serious plight. The drastic reduction in hog prices also had af-

fected the situation of the hog producer.

Price Jumps Shown

Since the campaign was inaugurated, cattle prices have advanced, the Institute points out, from 8 to 18 per cent. Prices of hogs have advanced from 8 to

Institute President Says That Millions Added to Value of Live Stock

21 per cent., depending on the weight of the animals marketed, and lamb prices have risen from 21 to 25 per cent, according to the organization. Prices of vealers have declined as a result of seasonal heavier marketings, says the Institute, while prices of bulls have shown little change in this period.

"The response to the Institute's campaign to arouse increased interest in meat has been most gratifying," Mr. Woods stated. "Enthusiastic, whole-hearted cooperation has been received from the retailers, the railroads, the hotels and restaurants, the press, the radio and a great many other friends of the live stock industry."

"The campaign has received favorable comment everywhere, and we hope lasting benefits to the live stock and meat industry will result."

The cooperation of retail dealers has been of great help. The Institute has prepared and issued over 8,000,000 pieces of advertising material for display in retail stores. District chairmen report amazing cooperation on the part of the dealers.

From Washington, D. C.: "All store advertising material has been put up

(Continued on page 27.)

CAMPAIGN *News* FLASHES

GOLIAD, TEX.—A number of mass meetings have been held in this vicinity to encourage the "more meat" campaign. Meeting held among hotel operators, restaurants and general retailers and all report a greater meat movement is going forward and much enthusiasm has been created since the "Eat More Meat" drive has been on.—E. O. Friedrichs, Chairman for Goliad District.

READING, PA.—A well attended mass meeting was held at the Berkshire hotel with several men of prominence as speakers.—E. H. Stegman, District Chairman.

LOGANSPOUT, IND.—The wholesale meat dealers held a mass meeting with the meat retailers and some of the larger producers of beef in this territory last night at our Izaak Walton

League Clubhouse. We had an attendance of 145.—W. J. Johnson, District Chairman.

BURLINGTON, N. C.—Mass meeting was held by local butchers in a local American Legion hut, with practically all meat merchants and Branch House salesmen attending. Great enthusiasm was shown by all present. They all pledged their whole-hearted support during this drive; talking and pushing meat, and to keep store material displayed.—P. J. Myatt, District Chairman.

SPRINGFIELD, MASS.—There were 165 in attendance at mass meeting of the meat trade and the general impression seems to be it was a fine meeting and it is the opinion of many that it will be helpful to the further continuation of our efforts to increase interest in meat.—G. O. Beaudry, District Chairman.

Employees CAN'T AFFORD TO GAMBLE on Safety

THOUGH employment in a packing plant is less hazardous than in other large industries, workers cannot afford to gamble with Chance by wearing ordinary shoes and thereby incurring the risk of serious injuries to the feet.

No longer does any possible doubt exist concerning the ability of safety shoes to protect toes from injury in accidents that would ruin, for life, the feet of a worker encased in ordinary shoes. In fact, the importance and value of steel-toed shoes have been



FOOT IS EASILY FREED

When emergency requires freeing of foot leather may be cut with pen knife and improved steel toe box may be lifted out. (Photo Lehigh Safety Shoe Co.)

proved in countless instances, the case histories of which are a matter of record.

Following are some examples, taken at random, which prove that every meat packing plant not only should make safety shoes available to employees but should furnish every incentive to encourage their use by men engaged in hazardous work.

Records Prove Value

A 320-pound casting fell 3 feet on a workman's toe, the impact weight totaling approximately 1,900 pounds. His large toe was fractured, but had he not been wearing safety shoes he would have suffered a loss of three of his toes.

Steel billet weighing 650-pounds fell 4½ feet, striking employee's foot over great toe. Subsequent examination showed no injury and he was back at work 20 minutes later.

Another workman, contrary to instructions, decided to pull a heavily-loaded hand truck instead of pushing it ahead of him. In an unguarded moment one wheel ran over the toes of his right

foot. Only the fact that he was wearing safety shoes saved him from severe injury. Weight of the truck cut the leather of his toe but it did not dent its steel-toe box.

A 15,000-pound truck ran over the toes of another worker. His foot sustained no injury from the 7½-ton weight passing over it.

Shoe Damaged—Foot Unhurt

When a 50-pound flange fell 4 feet, making a direct hit on the toe of a worker, its weight cut a gash in the leather toe of his safety shoe but it did not damage or dent the steel-toe box of his shoe. His foot was not injured.

A heavy steel pinch-bar fell 4 feet, its sharp point landing squarely on the toe of an employee's safety shoe. Although the impact left a dent in the shoe, his foot was unharmed.

An accompanying photograph shows what happened to the foot of a worker who was not wearing safety shoes. The plant in which this accident occurred is 75 per cent equipped with safety shoes. In one month, however, three identical cases were reported in which heavy objects fell on employees' toes.



FLANGE PREVENTS SPREADING

This sketch of steel toe box shows flange at bottom which seats the box firmly in the shoe and prevents spreading when weight falls upon it. (Photo Lehigh Safety Shoe Co.)

One who was wearing safety shoes sustained no injury whatever. The other two, who did not wear protective shoes, lost one or more toes.

Need for Foot Safety

One safety expert summarized the results of the most serious of these accidents as follows: (1) Man was crippled for life. (2) Victim forever banned from the heavy duty for which he was trained. (3) Compensation cost estimated to be approximately \$1,440. (4) Startling example of the need for greater emphasis upon foot safety.

A 150-pound cylinder block fell 5 feet, landing on the left foot of a worker. He was wearing the same safety shoes he had worn for a year



THREE TOES ARE SAVED

This 320-pound casing fell 3 feet on a workman's toe. The big toe was fractured. However, had he not been wearing safety shoes he would have lost three toes. (Photo Lehigh Safety Shoe Co.)

and a half and which his wife had unsuccessfully tried to persuade him to discard. He decided to keep them, however, until he bought another pair. The next day this accident occurred and he still has his toes as a result of the wise precaution he had taken.

Slipping of a chain hoist allowed a 3,000 pound die to fall 8 inches on a workman's foot. It flattened slightly the steel-toe box of his safety shoe but his foot was not injured.

Otto Reitan is an employee in the mechanical department of the Plankin-



NO SAFETY SHOE HERE

This badly crippled foot was suffered by an employee who was not wearing safety shoes. He was the second workman to be injured in one month in the same plant. (Photo International Shoe Co.)

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UNIFORMLY GOOD
SAUSAGE HE LIKES SO WELL!"



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if it's made with Glidden
Diamond G Soya Flour
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ton Packing Co., Milwaukee, whose job it was to change the circular knife on a bacon slicer. After having changed the knife, it slipped in some manner, and fell on the toe of his safety shoe. Upon examination the leather was found to be cut in two places, but the steel toe was not dented. This resulted in all of his fellow-workers providing themselves with safety shoes because of their proved protection.

Duties of another employee call for his pushing or pulling large tubs across an oil-covered floor. He reports that he has not slipped any more than he did before he began to wear safety shoes, and that they have outworn two pairs of regular shoes.

Another worker's foot was caught in a heavily-loaded elevator as it was being lowered. Toe of his shoe bore the brunt of the impact but because of the steel-toed shoes he was wearing he sustained no injury to his foot that otherwise would have been crushed and permanently injured.

Hammer Lands on Foot

In the mechanical department of a plant a worker was knocking out rivets. An assistant who was holding a punch, slipped. Unable to stop or retard the swing of his 10-pound sledge hammer, it landed on the steel-toed cap of his safety shoe. Result—it cut through the leather, slightly dented the metal toe—exposing the steel—but his foot was not injured. Again, safety shoes proved their worth.

Two truckers were handling a heavy barrel when it slipped, got away from them, and fell directly onto the foot of a worker. His foot escaped unharmed but had he been wearing ordinary shoes his toes would have been badly mangled by a sharp edge of the barrel.

In another case an employee was handling a 300-pound block of ice when it fell 2½ feet onto his foot. The impact flattened the box of his safety shoe, but the workman's foot sustained no injury.

Suffers Mashed Toe

A worker in the stock department left his safety shoes at home, wearing, instead, his ordinary shoes without steel toes. In the course of his work he suffered a mashed toe. The injury required a bandage so large that for several days he could not wear any shoe on that foot. He lost time from work and suffered intense pain as a result of the accident.

It would require many volumes of THE NATIONAL PROVISIONER to record all of the industrial accidents which have occurred to workmen whose feet have been saved from injury through the wearing of safety shoes. The ones recounted, however, serve to show that neither packers nor meat plant workers can afford to overlook the advantages of protective footwear. A subsequent article in this series on foot safety will appear in an early issue of THE NATIONAL PROVISIONER. It will present data on foot accidents.

GLASS FIRMS CONSOLIDATE

A consolidation, bringing together Anchor Cap Corp. and Hocking Glass Co., comprising nine manufacturing plants and two national sales organizations, has resulted in what is said to be one of the largest organizations of its kind in the world.

Principal and subsidiary companies, grouped under the name Anchor Hocking Glass Co. are Hocking Glass Co., operating two factories at Lancaster, O.; General Glass Corp., located at Winchester, Ind.; Standard Glass Co., with plants at Bremen and Canal Winchester, O.; Anchor Cap & Closure Corp., with closure plants in Long Island City, New York and Toronto, Canada; Capstan Glass Co., Connellsville, Pa., and Salem Glass Works, Salem, N. J. Branch offices are located in more than 26 cities.

Principal products of Anchor Hocking Glass Corp. are pressed, blown and machine flatware and tableware for both household and hotel use, stemware, glass containers for drugs, food, liquor, wine and beer, cut glassware, glass novelties, closures of tin, aluminum and molded materials, sealing machines and pressure processing systems.

A complete research staff and modern laboratories are available for development of new products and improvements in old, as well as for research work for customers. Complete engineering, chemical and biological laboratories for the study of packaging conditions, testing and packing processes are maintained, as well as a design service for the creation of effective labels, decorative closures and complete packages.

TRADE PACT HEARINGS

Hearings on the proposed reciprocal trade agreement with the United Kingdom were started this week before the Senate committee for reciprocity information. Congressmen from various areas and representatives of many industries opposed tariff concessions on British products competing with those of domestic origin.

Reciprocal trade agreements were defended at the hearings by Edward A. O'Neal, president of the American Farm Bureau Federation, who urged reduction of "excessive industrial tariffs." He declared that American farm products had suffered considerably in British markets.

Hearings dealing with American concessions on fats and oils will be held on March 21. A. M. Loomis, Association of American Producers of Domestic Inedible Fats, and C. W. Holman of the National Cooperative Milk Producers Federation, are expected to testify. Among fats and oils which have been announced as subject to discussion in trade agreement negotiations are wool grease, marine animal and fish oils, fats and greases not specially provided for, inedible palm kernel oil, palm nuts and palm nut kernels.

WHENEVER low pressure steam is required for processing—as for cooking and heating in the meat packing plant—power can be generated at a low cost as a by-product of that processing steam demand. The greater the quantity of low pressure steam required the greater will be the output of this low-costing by-product power.

THE NATIONAL PROVISIONER has had much to say about by-product power during the past several years because it is believed that it offers the packer one of his greatest opportunities for cutting operating costs. Any investment that will earn from 20 to 50 per cent yearly deserves serious consideration. This return is being earned on the cost of equipment for power generation by many packers and can be earned by many more.

The principle of generating by-product power can be applied in practically every meat packing plant, whether it is desired to generate all of the power required for the operation of plant equipment or only a portion of it. This latter fact may not be understood by many packers but it would be valuable for them to appreciate and consider it whenever they are contemplating the purchase of new power plant equipment.

Packer Learns About Savings

Packer Burke got much information from his engineer at previous conferences on buying and burning coal and is saving considerable money as a result. (See Oct. 30 and Nov. 27, 1937, issues of THE NATIONAL PROVISIONER.) In his latest conference with engineer Wright, as the following conversation shows, he learned how some of the steam generated by the coal can be used to the best advantage.

ENGINEER WRIGHT.—Good morning, Boss.

PACKER BURKE.—Good morning, Bill. Come in and sit down. I suspect, judging by that pile of papers under your arm, that you're going to prove to me how you can save some more money in our power department. You're always welcome when you can do that. What possible savings are you thinking about this morning?

ENGINEER WRIGHT.—I have been doing considerable proving on paper lately, I'll admit, but not so much by actual operating cost records. However, the data on the results of our investments in modernization is beginning to accumulate and I think you will have no cause to regret the money we have spent in the boiler room. However, I did not come this morning to ask for anything, but merely to talk over with you the drive for the new ammonia compressor we're planning for our offal freezer.

PACKER BURKE.—I have a memorandum here to take up that matter with you, but have not gotten to it. Now that you're here we might as well de-

cide what we're going to do. What are your suggestions?

ENGINEER WRIGHT.—Nothing so far as the size and make of machine is concerned, but I do want to call your attention to the fact that it will cost more to drive this machine with a motor than with a steam engine. In fact, my estimate indicates the power cost will be at least 50 per cent less using the latter drive.

PACKER BURKE.—That's interesting, but how do you figure? I thought individual motor drive was the most economical and satisfactory for all kinds of equipment. Your figures and estimates on costs and savings in your department have checked too many times for me to doubt your statement, but I would like to know the reason.

ENGINEER WRIGHT.—Individual motor drive is satisfactory, economical and the best obtainable for processing equipment. This is true whether power is generated or purchased. In the engine room, however, particularly when larger equipment such as stokers, ammonia compressors, etc. is being considered, the matter of engine vs. motor drive needs to be given consideration.

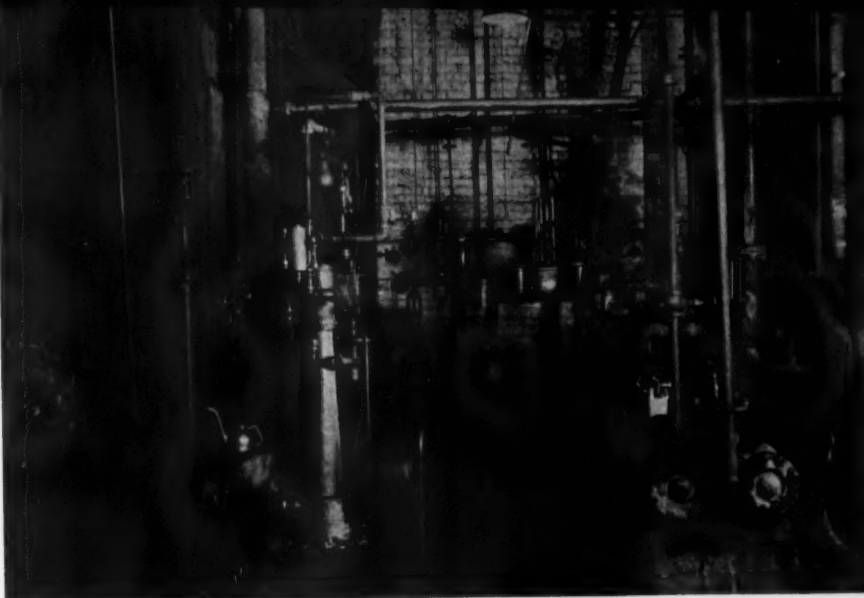
Preventing Steam Losses

In packinghouses where power is generated as a by-product of the pro-

cessing steam demand, maintenance of the heat balance is very important. Costs increase when either the steam or power load gets out of step. When a new ammonia compressor is being purchased for such a plant, for example, there always is the question of whether to use an engine or a motor drive. If the power generating equipment is not delivering as much exhaust steam as is required for processing then it is usually more economical to use an engine to drive the compressor. If the turbine supplies more steam than can be used for heating and cooking and can carry a heavier electrical load, then, perhaps, it would be more economical to drive the compressor with a motor.

In some cases, also, it might be necessary to supply the compressor with both a steam engine and a motor drive so that the refrigeration load can be shifted from steam to electricity or vice versa as may be required to maintain a close heat balance for the power plant as a whole. In a plant like ours, however, which purchases power, a steam engine will invariably produce power cheaper than a motor.

PACKER BURKE.—I see this matter of ammonia compressor drive is more complicated and important than I thought it was. Please explain to me in simple words, Bill, just why, in our case, we should install an engine in-



CHEAP POWER

Steam engines and small turbines can be used profitably to drive stokers, fans, ammonia compressors, etc. in the meat packing plant, when, as is invariably the case, the exhaust steam can be used for cooking and heating. In such cases the power is generated at a very low cost as a by-product of the processing steam demand.

ENGINEER WRIGHT Talks *Again with the Boss*

stead of a motor to drive our new compressor.

Power at Low Cost

ENGINEER WRIGHT.—Because by using an engine we can get the power required to drive the machine at a cost represented by a sum about equal to the fixed charges and operating costs on the engine—a power cost much lower than would be required to purchase electrical power to drive a motor.

PACKER BURKE.—Please explain further.

ENGINEER WRIGHT.—As you know we use a great deal of steam at 5 lbs. pressure for smokehouse, building and water heating and cooking. Except for a small quantity of exhaust steam delivered by the boiler feed pumps, all of this 5-lb. steam is secured from the high pressure steam line through a reducing valve. We generate steam at 125 lbs. pressure and then reduce its pressure to 5 lbs. when we use it for heating and cooking.

There is another way to get 5-lb. steam for cooking and heating. This is to install an engine. This would take steam at 125 lbs. pressure and exhaust it at 5 lbs. When the steam is expanded from 125 lbs. to 5 lbs. in the engine cylinder, power is produced which would be used to drive the ammonia compressor. In other words, the steam engine would take the place of a pressure reducing valve, but whereas there

is no useful work accomplished by reducing pressure in a pressure reducing valve the reverse is true when the pressure is reduced in the engine. Therefore, by using an engine, we can get the 5-lb. steam we require and skim off power at the same time with very little added expense.

Exhaust Steam for Heating

PACKER BURKE.—I am beginning to understand what is meant by generating power as a by-product of the processing steam demand. But tell me, Bill, is exhaust steam worth as much as steam at the same pressure secured through a reducing valve?

ENGINEER WRIGHT.—We may consider exhaust steam as valuable for all practical purposes of heating and cooking as steam secured through a reducing valve. Exhaust steam from an engine contains some oil and, therefore, could not be used in contact with product. However, all of our cooking is done with heat from steam in coils so that the quality of the exhaust steam is not an important consideration in our case.

PACKER BURKE.—Would an engine of the size required to drive our ammonia compressor supply all of the exhaust steam we need for cooking and heating?

ENGINEER WRIGHT.—No. The engine would furnish but a small percentage of our low pressure steam re-

quirements, but as I said before, whatever power is generated by the steam that is passed through the engine will cost us very little.

Steam Piping Layout

PACKER BURKE.—I understand that. What I would like to know is how the exhaust steam from the engine and the 5-lb. steam secured through the reducing valve is used. If we install an engine we will then be getting 5-lb. steam from three sources—the boiler feed pumps, the compressor engine and the reducing valve. How can operations be planned so that the percentage of steam from each of these three sources will be properly proportioned?

ENGINEER WRIGHT.—I think I understand what you mean. This is taken care of automatically by an arrangement of piping and back pressure valves similar to this sketch. This is planned so that all of the exhaust steam from the pumps and engine will be used. Any further requirements for 5-lb. steam will be secured through the reducing valve. Should there be more exhaust steam provided by engine and pumps than is required for cooking and heating the excess will be vented to the atmosphere. I do not think venting ever would occur in our case, but the vent would be required as a safety measure.

PACKER BURKE.—Would a steam engine be as reliable as a motor and could we expect that it would continue to be efficient over a long period without relatively heavy maintenance costs?

By-Product Power Costs

ENGINEER WRIGHT.—The modern steam engine is a consistent producer of low cost power. Maintenance is negligible. I brought along some figures from the plant of the Peet Packing Co., Chesaning, Mich., where an engine is used to operate one of the ammonia compressors. The situation there is a little different from that in our plant in that they generate all power required for equipment operation, while we generate none.

Only 60 per cent of the exhaust steam from the Peet compressor engine is used for cooking and heating; nevertheless their costs show that it is 22 per cent cheaper to make power with the engine than to purchase electric power. The engine cost \$1,780 and makes a net saving of \$640 per year, or a yearly interest of 36 per cent on the engine cost. This saving is sufficient to pay the cost of the engine in 34 months.

PACKER BURKE.—That's a very attractive return, Bill. Do you estimate we could do as well by using a steam engine to drive our new compressor?

Power Saving Estimate

ENGINEER WRIGHT.—We could do considerably better. You will recall that in the Peet plant only 60 per cent of the exhaust steam is used. In our case from 90 to 100 per cent of the exhaust steam from the ammonia com-



WESTCO PUMPS ARE THE MOST ECONOMICAL AND EFFICIENT PUMPS ON THE MARKET TODAY, BECAUSE

1. They give Multi-Stage Performance in Single-Stage Construction.
2. High efficiency can be maintained in small capacities—as low as 5 G.P.M.
3. The casings are protected against wear by the Patented Removable Liners.
4. All wearing parts can be replaced easily and inexpensively and the pump reconditioned at about one-fourth the usual cost.
5. The pump capacity can be varied by installing liners of a size to suit the requirements.

And here's something that will interest you: WESTCO PUMPS have only One moving part—the Impeller—and it has no metal-to-metal contact. The Impeller does the work. Just carry an extra Impeller-Liner set on hand and you are in position to have 100% stand-by service at about one-fourth the usual cost.

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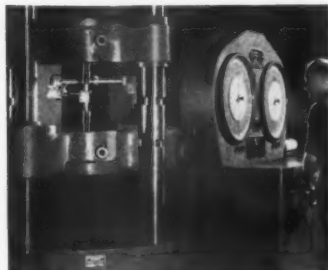
(Continued on page 53.)

IT'S WHAT'S INSIDE THAT COUNTS!



"FINGERPRINTING" COLD METAL

3000 magnifications . . . flash . . . and a picture of a microscopic examination of a metal is made and filed away for future reference on its behavior. Again a precision instrument of highest quality helps to make certain that what's inside a Crane valve is exactly what should be there for greatest service.



MEASURING METAL STRENGTH

Test sections from raw materials for Crane valves tell their tale of tensile strength and elasticity in this ponderous testing machine. Sections are tested to the breaking point, which must be way over specification requirements. What's going inside proves its value here.

PROVING THEIR CONTROL OVER FLOW

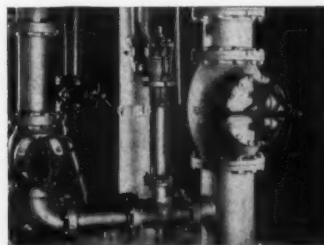
(RIGHT) All dressed up and ready for the stock room, except that they have to withstand the seeking, searching fingers of water, air or steam under pressures far higher than service ratings. Such are the tests that Crane valves must pass before being certified for service.

—and that goes for

CRANE VALVES for Picking Plants

The wrapper may make a cigar look nice. But it takes a high quality, long filler to make it a good smoke. Valves are like good cigars . . . it's what's inside that counts in performance. The more-than-ordinary performance of Crane valves in common use is due to unparalleled experience in designing, uncom-

mon quality of raw materials, unusual care in manufacture, unvarying high standards maintained by the most complete and exacting system of checks and tests of products used in the industry. Install Crane valves and enjoy uncommon valve performance even in valves of common use.



THE SUREST TEST OF QUALITY

For three generations of actual service, Crane valves have been proving that they are good all the way through in millions of locations. Only Crane has so vast an accumulated experience in producing valves of known quality, of predictable performance in service.

● If you want uncommon quality in valves of common use, look in the Crane No. 52 Catalog. In its 764 pages there are 38,000 piping items. Quick delivery is assured from a nearby stock. You will find Crane service, like Crane products, good all the way through.

CRANE

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PLUMBING • HEATING • PUMPS

NATION-WIDE SERVICE THROUGH 134 BRANCHES AND MORE THAN 500 WHOLESALERS



CUDAHY FINDS "CELLOPHANE" SELLS GOODS FASTER

FOR TEN YEARS, many Cudahy meat items have been wrapped in Cellophane cellulose film. They have kept step with the packaging trend that follows two profitable principles: (1) *Make meat as attractive to the shopper as possible.* (2) *Identify the product with a trade mark that builds a permanent demand.*

No wonder this line has grown to 58 items in Cellophane. Dealers are more and more receptive—they know its value. The public today wants *identified* quality products and the protection which Cellophane provides.

More and more packers are turning to pre-packed, brand-identified, ready-to-take-home packages of Cellophane to insure repeat orders, the lifeblood of any business.

PACKAGING IDEAS

If you'd like help with new package plans, just call one of our Field Representatives. No obligation. Just write: E. I. du Pont de Nemours & Co., Inc., "Cellophane" Division, Wilmington, Delaware.

Cellophane
TRADE MARK
DU PONT
REG. U.S. PAT. OFF.

"Cellophane" is a trade-mark of
E. I. du Pont de Nemours & Co., Inc.

PROCESSING POINTS *for the trade*

Handling Beef Casings

Methods of cleaning, fattening, sliming, measuring, grading and packing beef rounds were described in the article on "Producing Beef Casings," which appeared in the March 12 issue of THE NATIONAL PROVISIONER.

Beef Bung Handling

The beef bung is the caecum or blind gut. It is located between the round and middle and is about 4 ft. long.

Beef bungs are used for capicola, salami, bologna, berlinger, minced veal, New England tongue sausage, souse, head cheese, etc.

Operations in bung cleaning include stripping, fattening, removal of outer skin and sliming.

After the round has been pulled the bung is cut loose from the fat surrounding it and separated from the middle. These operations must be performed carefully to avoid damaging either the bung or the middle. Separation of bung and middle is made at the point where the bung develops into the middle and is free from connective tissue on both sides.

Some packers tie the open ends of bung and middle after they are cut apart to prevent escape of contents and contamination of fat. Others tie only the open end of the bung and strip the middle by hand well back from the opening. Unless separation of bung and middle, tying and stripping are carefully done, bung and middle may be torn, scored or punctured.

Stripping and Fattening

Bung is stripped by being flushed with warm water from a perforated pipe over which the bung is slipped during the stripping operation.

Fattening is done on a special bench or table so arranged that the fat will not be contaminated by any bung contents. Bung is suspended from open end on a nail or hook and the fat removed with a knife. Fatter works toward round gut opening, fat above this point being removed by downward strokes of the knife and fat below the hole being cut off by upward strokes. Fatter also removes all loose skin. Attempting to fat the bung too closely may result in cuts and scores. Fat removed from bung is used in the manufacture of oleo stock and tallow.

Gold Beater Skin

The bung has a thin outer skin. After fattening this is pulled off from the cap end. This skin, after curing, is known as gold beater skin.

If this skin is to be processed it is placed in ice cold pickle immediately after removal and held overnight in the pickle. The next morning skins are salted, placed in a perforated tierce for 24 hours and then removed from tierce, drained and dried. Loose salt is shaken off and each skin is inspected, ragged edges being trimmed at this time and each skin measured and graded.

No. 1 skin must be the same width for at least 20 inches, free from holes and well cleaned. Twenty-five No. 1 skins are placed in a bundle and from 90 to 110 bundles are packed in a tierce.

No. 2 skins are less than 30 inches long and may contain not more than 1 large hole or 2 small holes. They are packed flat, 50 to a bundle, 80 to 110 bundles to a tierce.

The Sliming Operation

As with rounds, sliming of beef bungs is performed on the inside surface. It is necessary, therefore, to turn the bung. Turning is done by hand in lukewarm water.

Sliming may be done by hand or in a washer. When sliming by hand the operation is started from the cap end.

Special care is required when removing the slime around the round gut hole.

A slime washer is similar to the washer used for cleaning tripe, except that the perforations in the cylinder are smaller— $\frac{1}{8}$ inches. The bungs are placed in the washer and the washer operated until all of the slime has been scraped loose and removed.

Inspecting and Grading

The bung is inspected by inflating it with air and noting scores, slime, holes, knots, etc. When inflating the bung care must be used or the air may penetrate through scores between the different linings and form blisters. Bungs with large knots or warts are discarded. A full measured bung is equally long on both sides of the round gut hole. Open end of the bung is trimmed during inspection.

There are two grades of bungs—wide and narrow export. Bungs less than 3 inches wide are discarded.

Curing and Packing

Before curing bungs are tied in bundles of five. They are then rubbed well with salt and left in a perforated container overnight. Next morning they are shaken free of salt, resalted with fine salt, reinspected and packed.

Beef bungs are packed in glucose tierces, 80 bundles to the tierce. Weight of the bungs and tierce is about 600 pounds.

Editor's Note.—Next article on beef casing cleaning operations will deal with methods of cleaning and handling beef middles.

STORING LARD DRUMS

A packer who wants to store open head lard drums until next fall asks how they should be handled. He says:

Editor THE NATIONAL PROVISIONER:

We have about 150 open head lard drums which we should like to store until next fall. What is the best method of handling them?

It is assumed that these are steel drums. The best thing to do would be to put them in very hot water for a few minutes. Then, while they are still hot, rub them with an odorless paraffin oil. The heat will evaporate any moisture remaining on the drums and the paraffin oil, when dry, will afford good protection from rust.

The drums should be stored in a dry place and it might be well to inspect them from time to time to see if additional applications of paraffin oil might be necessary.

Ready Consumer Acceptance Is

NEW PROCESS HAM

Quick-cured, ready-to-eat, tendered and other types of new process hams are creating wide interest and finding ready consumer acceptance.

THE NATIONAL PROVISIONER'S formula for this popular product may be obtained in reprint form.

Send the following coupon with 10 cents in stamps.

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407 So. Dearborn St., Chicago, Ill.

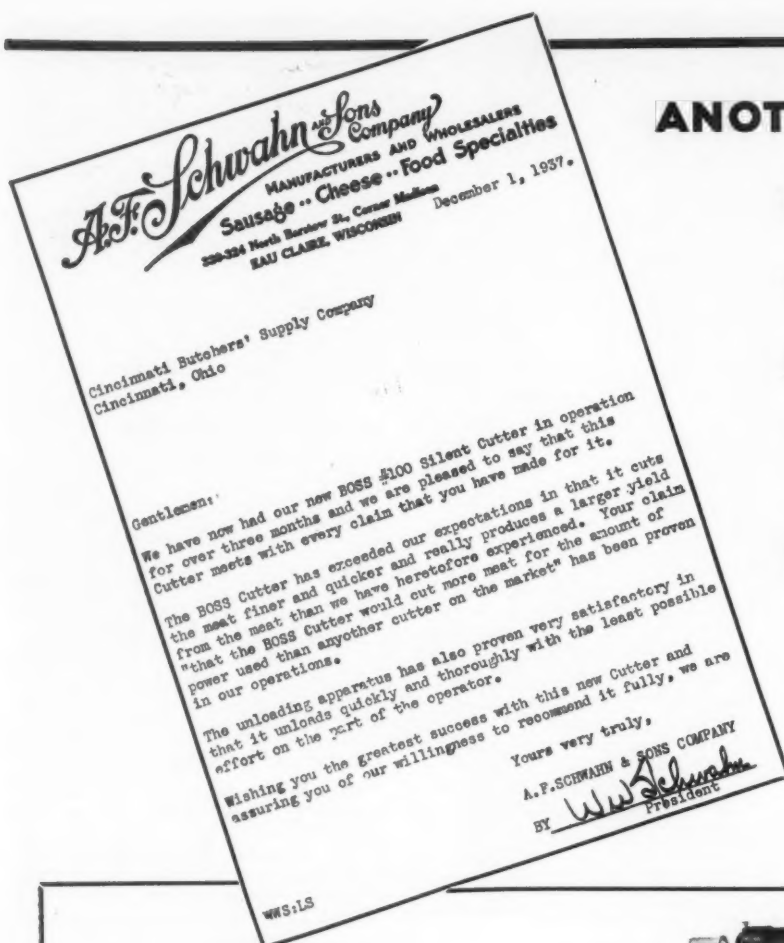
Please send me reprint on "New Process Ham."

Name

Street

City

Enclosed find a 10c stamp.



ANOTHER

BOOSTER

for the

NEW

"BOSS"
CUTTER



The personnel of A. F. Schwahn & Sons Co. consists of men who know the sausage business from beginning to end; their knowledge of the equipment necessary to manufacture good products is undisputed.

Avail yourself of their invitation to obtain any other information you may desire, and convince yourself that the



"BOSS" is sure to give you **Best Of Satisfactory Service**



The Cincinnati Butchers' Supply Corporation

824 Exchange Ave., U. S. Yards,
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Mfr. "BOSS" Machines for Killing,
Sausage Making, Rendering

1972-2008 Central Ave.
Cincinnati, Ohio

NEW SCHWAHN PLANT

(Continued from page 10.)

aisle leads around the office to the sales manager's and owner's desks.

At one side of the main office are two enclosed office spaces, one for the drivers and the other for the shipping clerk. Semi-direct lighting, modern bookkeeping machines and an automatic inter-departmental telephone system give the impression of a well-organized business.

From the general office the way leads through the office of the shipping clerk to the loading dock. This is provided with two sunken truck loading pits. Floor of dock is about the same height as truck body floor. At front end of loading pits is a fire door equipped with canvas curtains. After a truck is in place at the loading dock this curtain is lowered to exclude the engine section from the loading dock.

Loading Dock Layout

Air conditioning of the loading dock prevents sweating of product while being moved from the shipping cooler across dock and into refrigerated trucks. Overhead rails and rubber tired hand trucks facilitate movement of goods between cooler and trucks. Floor of dock is concrete with a hard finish. Side walls are tile 6 ft. high, above which is a cement finish.

Cooler side of dock is equipped with three 4-ft. doors. Beside each door is a set of switches with red pilot lights to indicate whether current is on or off in coolers. Truck pits extend into garage, a 60- by 80-ft. area equipped with ventilators and unit heaters with fresh air and exhaust connections.

The fleet of 16 white painted trucks are washed and iced, backed into pits, loaded and returned to the garage ready to depart on their routes. One corner of the garage is utilized as a repair shop, being equipped with modern mechanical appliances for truck servicing and repairing.

Storage Facilities

Shipping cooler adjoins loading dock. It is also air conditioned and, therefore, free from odors and other undesirable conditions. It has illuminated, galvanized steel racks for product storage as well as overhead rails, scales and wrapping tables. This cooler is air conditioned for temperature, humidity and spore control. Construction here is the same as on the loading dock—concrete floor, and 6-ft. tile walls topped with cement finish. Two doors are provided into this room, one for receiving and one for shipping.

Dry sausage storage room adjoins shipping cooler. This, too, is air conditioned, having temperature and humidity control. Product is stored on structural steel racks and is brought into the room on trees on an overhead rail. Directly back of this cooler and opening into shipping cooler are a small shipping freezer and a small fresh meat

cooler, each equipped with automatic direct expansion coils. A dry storage room is provided for canned goods, sugar, salt, etc. This latter space is warmed with unit heaters.

At one end of dry storage room is an air conditioned cheese cooler. At the opposite end is an elevator and the receiving department. All material for the sausage department on the floor above is handled on the elevator and delivered to the receiving clerk who uses a track scale to check weights. Carlots of materials also enter here and are checked either on floor or track scales.

Sausage Manufacturing Room

Overhead rail system extends into dry storage room where trees are stored. These are designed to dovetail or nest together when not in use to reduce storage space required.

Space on second floor over office is occupied by men's and women's dressing rooms, lunch room and toilets. Locker rooms have street and shipping platform exits, and are fitted with porcelain washbasins and new metal lockers and benches.

Sausage kitchen occupies much of the space on the second floor. Its beautiful tile sidewalls and red tile floor are very attractive. Product made here is smoked in air-conditioned smokehouses, each with a capacity of 12 trees at one time. Executives of the company say these houses can smoke all classes of

product simultaneously in short time and with a high yield.

Smoking Methods

Humidity, smoke, air motion and temperature control permit any desired conditions to be maintained in these houses. When smoking more than one product at the same time, those requiring the longest smoke are placed first in the house. Product requiring the shortest smoking time go into the house last. All products are removed at the same time. Very heavy products, such as hams, heavy bacon and tongues, are smoked at night. Lighter products are smoked during the day.

Sawdust consumption of these smokehouses is very small, only three barrels being required to smoke 20,000 lbs. of product. The houses are used to smoke fish as well as meat products and sausage.

Sausage Kitchen Layout

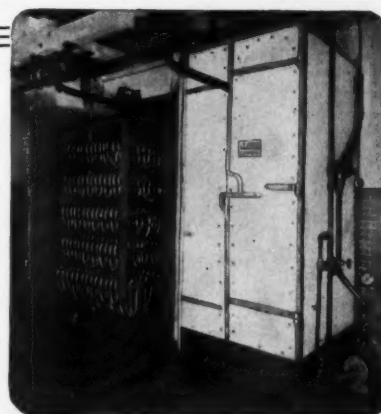
A complete description of this type of air conditioned smokehouse was given in THE NATIONAL PROVISIONER, October 5, 1935. Simplified building construction is possible when smokehouses of this kind are installed as no firepits or floor openings are required. Smokehouses are constructed of cork and cement and have tile floors, steel doors and inside lighting. Apparatus room and control devices are placed one side.

At front of smokehouses are two 500-

(Continued on page 53.)

Cooks complete sausage batch WITHOUT HANDLING

No need to waste time bothering with sausage cooking operations when you use the JOURDAN Process Cooker. This modern cooker cooks a complete batch of sausage entirely without handling! Product is cooked on the rail, on the cage and on the stick—automatically and thoroughly. The JOURDAN Cooker cooks and colors in a single operation under full automatic con-



Manufactured under the following patents: No. 1,690,449 dated Nov. 6, 1928, and No. 1,921,231 dated Aug. 8, 1933. Other Patents Pending.

trol. Sausage is delivered clean and attractive uniform in both quality and color!

Write at once for more complete information on perfect sausage cooking at lower cost.

JOURDAN PROCESS COOKER

Jourdan Process Cooker Co., 814-32 W. 20th St., Chicago, Ill.

ICE *in 60 seconds*

FLAKICE FROZEN WATER RIBBONS are a new kind of ice. *Drier and colder than all other forms of water ice. New in shape...curved and in thin ribbon form...which prevents their sticking together...costs less to produce than other forms of ice.*

FLAKICE FROZEN WATER RIBBONS have no razor-sharp edges. Ideal for processing meat and other food products; for diazotization of chemicals; for packing and transporting milk and other perishable foods. Look in the classified section of your 'phone book and ask your nearest York Branch about FLAKICE. Or write to Desk Q, York Ice Machinery Corporation, York, Pennsylvania.

FLAKICE

YORK *Headquarters for Mechanical Cooling since 1885*
 REFRIGERATION  AIR CONDITIONING

REFRIGERATION and Air Conditioning

Quick FREEZING

Cost With New Method Is Under ½c lb.

QUICK-FROZEN meats, processed by Adolf Gobel, Inc., Brooklyn, N. Y., are being distributed as far west as Chicago in the more than 35 larger cities in which there are retail outlets for Honor Brand frosted foods. Gobel is packaging these meats under its own label for Honor Brand Frosted Foods Corp., and will also supply frozen meats to other producers of frosted foods.

The meat is done with solid carbon dioxide in stainless steel trays in a cabinet designed by James E. Ryan, manager of Gobel's frosted foods division. This is constructed of 5-ply wood lined with 4 inches of cork. It cost approximately \$800 to build, and has a freezing capacity of 1,000 lbs. of meat per hour. Freezing cost is stated to be less than ½c a lb.

Cabinet is 11 ft. long, 8 ft. wide and 5 ft. deep. The stainless steel trays rest on angle iron supports during the freezing period. No conveyor is used, the act of placing a tray of product into the cabinet at one end pushing out a tray of hard frozen meats at the other. A small fan maintains a circulation of air over the refrigerant and the meats and maintains a uniform temperature of 40 to 60 degs. F. below zero in the freezing compartment.

Packaging Methods

Steaks (minute and sirloin), lamb chops (loin and rib), pork chops (center and end), hamburger, beef and lamb for stewing, beef and pork loins for roasting, pork sausage links and leg of veal are being frozen. The meats are cut, assembled, wrapped in transparent cellulose, packed in double waxed paper cartons having windows in two sides and frozen in the container. These cartons are of the folding type, the wrapped meats being laid on the flattened cardboard and the carton folded about them.

When packaging hamburger and stew meats metal forms are used to shape the meat to fit the carton. Form is approximately the same width as the carton in which the meat is packed but only half as long. Two such units weighing ¾ lb. each are included in each carton.

All products are being distributed in 1-lb. cartons except leg of veal. Six



EYE APPEAL FOR FROSTED MEATS

Cartons with transparent cellulose windows on two sides are used to package meats frozen by the Gobel process and distributed by Honor Brand Frosted Foods Corp. Six 1-lb. packages of frozen product are packed in a double-waxed shipping container.

cartons of frozen product are packed in a double-waxed cardboard shipping container. Gobel expects to freeze 1,000,000 pounds or more of meat during the coming year.

PRODUCE IN COLD STORAGE

Cold Storage holding of butter, cheese, and eggs on March 1, 1938:

	Mar. 1, 1938.	Mar. 1, 1937.	5-yr. Mar. av.
	M lbs.	M lbs.	M lbs.
Butter, creamery	20,930	20,673	17,088
Butter, packing stock	36	253	.....
Cheese, American	73,807	80,713	62,389
Cheese, Swiss	4,032	3,798	4,886
Cheese, brick & Munster	568	809	605
Cheese, Limburger	375	1,196	724
Cheese, all other	6,873	6,598	4,671
Eggs, shell, cases	281	322	124
Eggs, frozen (lbs.)	88,456	34,390	39,960
Frozen, case equivalent	2,527	983	1,142

Z PACK TONNAGE DOUBLES

During 1937 Z Pack Corp. packed 2,537 tons of quick frozen foods, which is more than double the 1936 output. Indications are, according to the company, that the 1938 output will double the 1937 tonnage. Eight plants have been built or are under construction in New York, Iowa, Minnesota, Texas and Cuba.

Watch Classified page for good men.

Foam on BRINES

Presence of Layer on Surface Is Not Uncommon

PRESENCE of a layer of foam on the surface of refrigerating brine is not uncommon. In some cases this foaming takes place in a freshly-made brine or following the strengthening of an old brine and is due to the fact that air is less soluble in strong brine than in water or in a weaker brine. Both brine and water invariably contain air, says a writer in Solvay Technical and Engineering Bulletin No. 4, and when calcium chloride is dissolved in either, some of the air is released in the form of bubbles which rise to the surface, carrying with them any soluble particles.

These particles, particularly iron rust, this authority says, have a tendency to stabilize and foam and hold it at the surface for a time. This type of foam generally disappears after a short period and gives no further trouble.

Too Much Air

If foam appears on an old brine to which no calcium chloride has been added recently, it indicates the introduction of an excessive amount of air into the brine system. The air generally enters at some point of rapid agitation or movement. In considering the elimination of foam the essential points to remember are:

1.—Foam must be built up by the action of air or gas bubbles rising from beneath the surface of the brine.

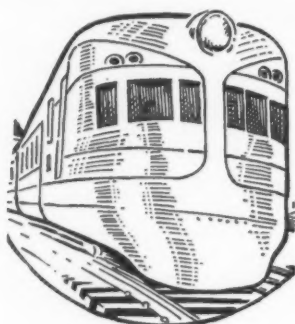
2.—Iron rust and other insoluble particles aggravate foaming, but cannot produce it in the absence of air or other gas within the brine itself.

3.—Long continued foaming can be prevented by finding and correcting points in the circulation system where air may be introduced within the body of the brine.

As a temporary expedient to relieve a foaming condition, it has been found, in some cases, that the addition to the brine of a small quantity of denatured alcohol is effective.

Refrigerating brines are occasionally contaminated with insoluble particles, either suspended in the brine or settled at the bottom. Most of this sediment, particularly in old brines, is composed of products of corrosion such as iron rust and zinc salts. A smaller portion may have its origin in the use of mineralized water for making up the brine,

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BLOCK BAKED
CORKBOARD



*There's
Progress
in
Insulation
too...*

Just as the "streamliner" climaxes the old-fashioned locomotive, so does UNITED'S B. B. (Block Baked) Corkboard surpass ordinary insulation. For enduring research has resulted in the achievement of this superior corkboard, possessing greater flexibility, structural strength, moisture-resistant qualities and higher insulation efficiency—assuring better control of temperatures and lower refrigeration costs.

*If interested in insulation,
UNITED'S Engineers are available,
without obligation, to assist
you in planning your installation.*

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Milwaukee, Wis.
New Orleans, La.
New York, N. Y.
Philadelphia, Pa.

Pittsburgh, Pa.
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THIS **insulation investment** **LASTS A LIFETIME**

● Many truck operators have found that some refrigerated truck-body insulations are destroyed (and the money invested in them wasted) by two unseen destructive forces—water vapor and vibration.

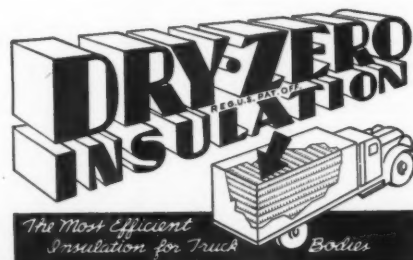
Because it resists these same destructive forces, thousands of fleet operators and superintendents today insist on using Dry-Zero insulation. These experienced men know that Dry-Zero repels water and does not turn into a useless, sopping wet mass. They know it is not destroyed, does not collapse under the constant vibration of the truck.

In other words, Dry-Zero remains an efficient insulation for life, despite these two unseen destructive agents. It will give the same highly effective insulation protection to your merchandise from the day the truck goes into service until it is retired. You can be sure that your Dry-Zero insulation investment will last a lifetime.



ASK YOUR BODY BUILDER

This truck was built for L. A. Sausage Co., Ltd., Los Angeles, by Drayer & Hansen, Inc., Los Angeles. It carries 3,000 lbs. of delicatessen meat products. Body temperature maintained is 35° F., with solid carbon dioxide as the refrigerant. To keep operating costs at a minimum and to make sure of complete protection for the lifetime of the truck, Dry-Zero insulation was chosen. When your truck needs insulation, ask your body builder's advice. He knows!



DRY-ZERO CORPORATION • CHICAGO, U. S. A.

and in the small quantity of insoluble matter originally present in the brine medium. If a "mixed chloride" containing magnesium has been used, and ammonia leaks into the brine, the magnesium is precipitated, forming a large volume of sediment.

Various products have been recommended and are employed as clarifying agents, but the clarification of brine is a questionable advantage. Insoluble matter does no harm so long as it stays suspended and circulates with the brine. Clarification consists generally in adding some compound which precipitates in the brine, settles readily, and carries the original suspended particles down with it. The net result is more insoluble matter than was originally present. If this settled sediment is present in sufficient quantity to build up around the base of heat transfer surfaces, it interferes with heat transfer. It is better to keep the insoluble matter in circulation.

Once such a layer of sediment has formed, the method of removing it depends on the type of plant. If sediment builds up to troublesome proportion, it is usually within the first year or two after a new plant is started in operation. After this initial deposit of sludge is washed out there is no further appreciable accumulation. The sediment resulting from ammonia leakage into magnesium brine is an exception to the above rule; it will form at any time when ammonia leaks into the brine.

REFRIGERATION NOTES

Malin Cheese and Produce Co., Malin, Ore., will construct and operate a cold storage locker unit.

Louisiana Ice & Electric Co. has installed a meat storage and curing plant at Alexandria, La.

Peterson Creamery, Tracy, Cal., plans to install cold storage locker system.

Princeton Cold storage locker plant, Princeton, Ill., has been enlarged to 700-locker capacity.

Tip Top Grocery, Belmond, Ia., has installed a small refrigerated locker unit.

A 500-locker cold storage plant has been opened at Lapeer, Mich., under

direction of Lapeer County Agricultural Conservation Association.

Farmers' Elevator, Blencoe, Ia., plans to install refrigerated locker plant.

C. J. and L. A. Beck are establishing cold storage locker plant at Bemidji, Minn.

Lower Columbia Dairy Association is installing 200-locker storage unit at Astoria, Ore.

FINANCIAL NOTES

Net sales of General Foods Corporation for 1937 aggregated \$133,126,506, compared with \$122,462,350 for 1936, and constituted the largest volume of business in the history of the company. Net earnings for 1937 were \$9,206,295, or \$1.75 a share, against \$14,240,957, or \$2.71 a share, during 1936. Volume in the last 1937 quarter was the largest in history, but operations during that period resulted in a loss of \$584,979, largely due to inventory write-downs. The corporation during 1936 and 1937 made capital expenditures approximating \$8,600,000, funds for which were provided in part from working capital and in part by bank loans. In order to increase its manufacturing and research facilities and expand quick freezing operations, the company will make capital expenditures of about \$6,500,000 during 1938. The company proposes to sell not to exceed 200,000 shares of preferred stock to provide funds for 1938 expansion and additional working capital, much of which will be required in connection with quick-frozen foods operations. Stockholders will vote on an amendment authorizing issuance of 350,000 shares of preferred at a special meeting on April 13.

Rath Packing Co. has declared a dividend of 33 1/2 cents, payable March 29 to shareholders of record on March 19.

Mickelberry's Food Products Co. has declared a quarterly dividend of 60 cents on preferred stock, payable April 1 to shareholders of record on March 21.

St. Louis National Stock Yards Co. has declared a dividend of \$1.50, payable March 31 to stockholders of record on March 24.

PACKER AND FOOD STOCKS

Price ranges of listed stocks, March 16, 1938, or nearest previous date compared with week ago.

	Sales.	High.	Low.	—	Close.
	Week ended March 16.	March 16.	March 16.	March 16.	March 16.
Amal. Leather..	2,200	2	2	2	2 1/2
Do. Pfd.....	700	15	14 1/2	14 1/2	15
Amer. H. & L..	1,700	15 1/2	15	15	15 1/2
Do. Pfd.....	100	18 1/2	18 1/2	18 1/2	21
Amer. Stores..	1,000	8 1/2	8 1/2	8 1/2	8 1/2
Armour III....	16,100	5 1/2	5	5	5
Do. Pr. Pfd....	1,200	40 1/2	39 1/2	39 1/2	40 1/2
Do. Del. Pfd..	600	92	91 1/2	91 1/2	92
Beechnut Pack.	100	103	103	103	103 1/2
Bohach, H. C. .	10	14	14	14	15 1/2
Do. Pfd.....	10	14 1/2	14 1/2	14 1/2	14 1/2
Chick. Co. Oil.	400	14 1/2	14 1/2	14 1/2	14 1/2
Childs Co.....	1,800	4 1/2	4 1/2	4 1/2	4 1/2
Cudahy Pack..	370	14 1/2	14	14 1/2	16
Do. Pfd.....	80	60	60	60	64
First Nat. Strs.	1,000	29	29	29	30 1/2
Gen. Foods....	8,800	28 1/2	27 1/2	27 1/2	30
The Glidden Co.	2,600	20	18 1/2	18 1/2	19 1/2
Do. Pfd.....	38	38	38	38	2 1/2
Gobel Co.....	1,100	2	2	2	2 1/2
Gr. A&P 1st Pfd.	100	123	123	123	123
Do. New.....	275	47	47	47	47 1/2
Hormel, G. A. .	100	18	17 1/2	18	17 1/2
Hygrade Food.	1,300	1 1/2	1 1/2	1 1/2	1 1/2
Kroger G. & B.	3,000	14 1/2	14 1/2	14 1/2	15
Libby McNeill.	500	7 1/2	7 1/2	7 1/2	7 1/2
Mickelberry Co.	600	2 1/2	2 1/2	2 1/2	2 1/2
M. & H. Pfd...	80	3 1/2	3 1/2	3 1/2	3 1/2
Morrell & Co..	100	3 1/2	3 1/2	3 1/2	3 1/2
Nat. Tea.....	600	4	4	4	4 1/2
Proc. & Gamb.	1,800	48 1/2	48 1/2	48 1/2	49 1/2
Do. Pr. Pfd...	50	120	120	120	118 1/2
Rath Pack.....	100	17 1/2	17 1/2	17 1/2	17 1/2
Safeway Strs..	1,230	18	17 1/2	17 1/2	17 1/2
Do. 5% Pfd...	10	70	70	70	73
Do. 6% Pfd...	10	87 1/2	87 1/2	87 1/2	87 1/2
Do. 7% Pfd...	100	99 1/2	99	99	100
Stahl Meyer...	100	1 1/2	1 1/2	1 1/2	1 1/2
Swift & Co....	6,850	16 1/2	16 1/2	16 1/2	17
Do. Intl.....	2,100	23 1/2	23 1/2	23 1/2	24 1/2
Trums Pork...	100	7 1/2	7 1/2	7 1/2	7 1/2
U. S. Leather..	1,700	5	5	5	5 1/2
Do. A.....	3,100	8 1/2	7 1/2	7 1/2	8
Do. Fr. Pfd...	100	33	33	33	33
Wesson Oil....	600	33	33	33	33
Do. Pfd.....	200	75	75	75	74 1/2
Wilson & Co..	2,300	4 1/2	4 1/2	4 1/2	4 1/2
Do. Pfd.....	900	45	43 1/2	43 1/2	45 1/2

FROZEN POULTRY STOCKS

Stocks of frozen poultry on hand March 1, 1938, with comparisons:

	March 1, 1938.	March 1, 1937.	5-yr. av.
	M lbs.	M lbs.	M lbs.
Broilers	7,888	21,927	12,639
Fryers	8,823	15,638	11,727
Roasters	19,790	31,698	28,800
Powls	21,218	25,465	14,932
Turkeys	24,530	37,763	22,951
Ducks	2,719	2,717	2,037
Miscellaneous	15,750	22,650	15,089
Total	100,518	187,838	108,175

Watch "Wanted" page for bargains in meat plant equipment and supplies.

HEAT · HUMIDITY · FIRE · FLOODS

In our 50 years specializing, JAMISON-BUILT DOORS have been called on to combat ALL the elements—and we have created doors that defied them all, in test after test, that gave enduring satisfac-

tion when other doors failed utterly . . . These doors—and the specialized experience which designed and constructed them—are yours when you buy JAMISON-BUILT COLD STORAGE DOORS.

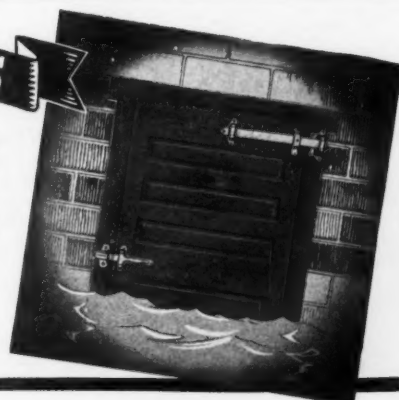
Can you afford less than JAMISON-BUILT DOORS—the best? At no price penalty.

JAMISON COLD STORAGE DOOR CO.

Jamison, Stevenson & Victor Doors

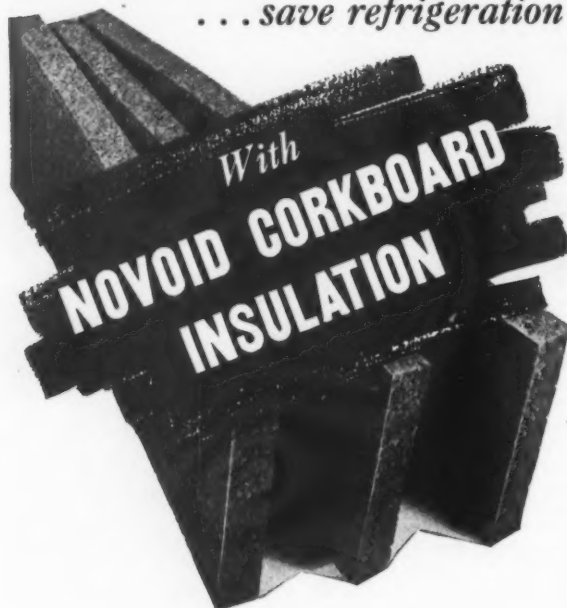
HAGERSTOWN, MD., U. S. A.

Branches in All Principal Cities



INCREASE COLD ROOM EFFICIENCY

... save refrigeration



INADEQUATE INSULATION of cold rooms may result in the spoilage of valuable produce and loss of costly refrigeration. Both of these profit-eating nuisances can be effectively checked when you insulate with Novoid Corkboard.

Properly installed in storage rooms, chillers, and freezers, Novoid Corkboard forms a lasting barrier to the passage of heat, and when surfaced with "Stonewall Plastic Finish," it is impervious to air and moisture infiltration. Use of Novoid in your storage plant will assure more efficient control of temperatures and lowered refrigeration costs.

Novoid Corkboard is structurally strong, light in weight, easy to erect. It is available in handy board sizes: 12 x 36, 18 x 36, 24 x 36, and 36 x 36 inches, in thicknesses from 1 to 6 inches. For full details and descriptive literature, mail the coupon today.

CORK IMPORT CORPORATION

330 West 42nd Street, New York City

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coupon for
full details

Cork Import Corporation
330 West 42nd Street, New York City

Please send me complete information on Novoid Corkboard Insulation for cold storage rooms.

Name
Street
City and State

PRAGUE POWDER

Registered U. S. Patent Nos. 2054623, 2054624, 2054625, 2054626

We Believe in Artery Pumping

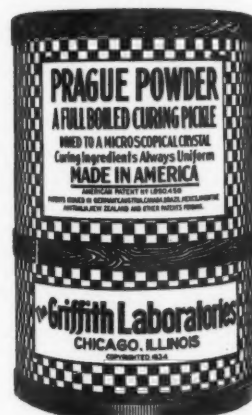
**Prague Powder Pickle Develops a
HIGH COLOR Pumping Pickle**

"PRAGUE PICKLE" is effective. Its Absorption Creates Immediate Cure and High Color Fixation. You will find the marrow in the bone more quickly cured by the use of PRAGUE POWDER pumping pickle. Pump carefully. Have arteries cut long.

The Safe, Fast Cure

Meets B. A. I. Requirements

A
FUSED
SOLUBLE
CURING SALT
CRYSTAL
IN
POWDER
FORM

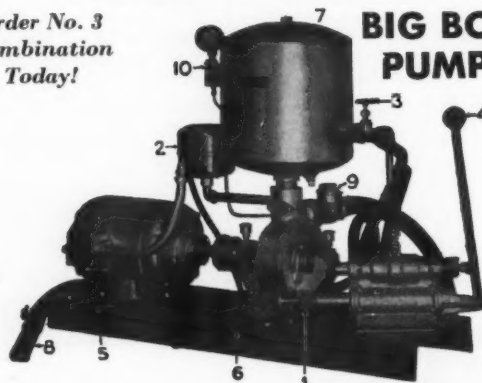


AN
ACTIVE
Homogeneous
CURING
COMPOUND
Universally
Approved

**Use PRAGUE POWDER Pumping Pickle
For All Artery Cures**

Order No. 3
Combination
Today!

**BIG BOY
PUMP!**



Any old cure or any old pump will not satisfy you . . .

**GET BIG BOY PUMP and
PRAGUE POWDER CURE**

THE GRIFFITH LABORATORIES

1415-1431 West 37th Street, Chicago, Illinois

Eastern Factory: 35 Eighth St., Passaic, N. J.

Canadian Factory and Office:
1 Industrial Street, Leaside, Toronto 12, Ontario

The National Provisioner

We are featuring



Special Meat Menus

Delicious

Attractively Priced

REVIEWS *Drive* RESULTS

(Continued from page 12)

just as rapidly as it arrives. I do not believe there is a store in Washington that does not have this material."

From Kansas City, Kan.: "... a recent check on the distribution of the Institute advertising material in connection with the Eat More Meat campaign indicates our stores are thoroughly covered. We had each packer check his portion of the city (one fourth) by counting the number of stores in that section and the number of stores in which he found advertising material. The distribution was better than 95 per cent."

Cooperate 100 Per Cent

From Battle Creek, Mich.: "... material has been well distributed among the retail stores, to the end that it is impossible to go into any store in our city and not find some material prominently displayed in the store to remind the public that it is time to buy meat."

In Iowa where a lot of the better grade meat animals are being raised, the Des Moines Retail Grocers and Meat Dealers Association recently issued this statement in one of its bulletins: "When you buy meat, figure the cost and the percentage you should ordinarily get. Steaks at 40c and 45c are out of line at the price you now pay. Better forget any loss you have taken in the past and watch your business for today. Good pot roasts can be sold over the counter at from 17c to 20c a pound and show a good profit. It was called to our attention that quite a number of hotels are still getting a long price for steaks, and some of their daily menus almost failed to mention meat. If you are selling hotel trade, better check up on this."

As a further aid to retailers, both chain and individual, the Institute has just issued in quantity two new advertising suggestions for use in newspapers or circulars, a suggested store window display and a suggested show case display. The mastheads are both plain and illustrated. The illustrated suggestion urges the reader to "Now, serve Meat often . . . at the attractive prices," and the other calls attention

to "Meat Specials at Attractive Prices."

In the Middle West, the National Tea Company is cooperating, as are other retail groups. Special streamers, some as large as 8 by 3 feet, were displayed in more than 400 National Tea markets. "These streamers," reports the National Tea Company's Food Stores department, "together with the streamers sent us by the Institute of American Meat Packers, formed a very effective store display and are one of the principal reasons why our meat sales have kept up in spite of the general business inactivity."

"Our newspaper advertising throughout the Middle West is featuring outstanding meat values and will continue to promote the 'Eat More Meat' idea to Mrs. Consumer."

Retail Groups Cooperate

Other retail groups also have contributed materially to the good of the campaign and the welfare of the meat and live stock industry.

The National Grocers Bulletin, official publication of the National Association of Retail Grocers, urges its readers to tie-in vigorously with the campaign.

"... Today the retail grocer has a most unusual combination to offer his customers—not only the lowest prices in months but also the highest quality in a long time—a combination that can't be beat. This in itself provides an excellent opportunity for grocers to build up their meat volume, and, reinforced by this tremendous publicity campaign, it becomes a golden opportunity to build meat business to even greater heights."

In the article "Turn 'em Back to Meat" the Cooperative Merchandiser, official publication of the National Retailer-Owned Grocers, explains: "The livestock and meat industry has launched an 'Eat More Meat' campaign in order to move surplus stocks into consuming channels. NROG, acting with the Independent Food Distributors Council, have agreed to give this movement full cooperation. This is another time when NROG retailers can come

to the aid of agriculture, labor, and industry by encouraging meat sales in their stores."

And then there are the railroads, and the restaurants and hotels. Forty-one leading railroads have pledged their cooperation to make this movement a success. As a sample of the kind of help these companies have been giving is a report to the Institute from W. G. Vollmer, assistant to the trustee of the Missouri Pacific Lines:

Railroads Pledge

"Just wanted to let you know that our initial action on our program of cooperation with you has been completed. The 1,700 posters were forwarded to all of our local agents, not only on the Missouri Pacific proper, but on all of our subsidiary lines (an additional 600 were secured from you . . . for this purpose) and 200 copies were distributed through our operating department to yard offices, freight depots, suburban stations, etc. Our letter of instructions specified that they be posted in a prominent location."

"The 100 (menu) stickers are being used by our superintendent of dining cars on all menus used on the Missouri Pacific Lines as well as in restaurants, etc., which we maintain and operate at various points."

"I sincerely hope that your campaign will enjoy unprecedented success."

Numerous other railroads are giving similar cooperation. It is understood that it is the intention of the Chesapeake and Ohio to carry an attractive advertisement featuring meats in the April issue of Business Week, Forbes Magazine, and Traffic World, and that at a later date an advertisement of this same company's freight service will illustrate how fresh meats are handled.

Bulletin Is Issued

Hotels and restaurants continue to offer their cooperation in helping to arouse interest in meat. In San Francisco the Bureau of Hotels, Restaurants and Purveyors has issued a bulletin to over 1,000 hotel and restaurant operators urging them to cooperate.

"We are urging," the bulletin says, "all of the hotels and restaurants in California to cooperate with the meat packers in support of the live stock industry—the third largest industry in California. If this is not done, the result will be that many of these cattle feeders will be pushed to the wall and prices next fall and winter will advance to a point that would not be for the best interest of either the producer, packer, dealer, or dining room outlets . . . Stickers to be placed on your menu cards will be furnished in any amount, free, from this office."

Similar cooperation is being extended by numerous other hotels and restaurants. With the advent of spring and the golf season, golf and country club operators are being urged to feature meat prominently on their menus during the coming season.

COMPARE the VOTATOR'S PRODUCT AND PRODUCTION COSTS!

Producers of vegetable shortening freely admit that the Votator does a *better job*—makes a *better product*. But do you realize that this better product can be made *as cheaply on the Votator as by any other method*? In fact, the Votator will show an actual *saving* in operating cost! . . . Let us send you the complete facts about the Votator, the machine that makes *most* of the largest-selling shortenings on the market! No obligation.

VOGT PROCESSES

A Division of
The Girdler Corporation
Incorporated
Louisville, Ky.



PROVISIONS AND LARD

WEEKLY MARKET REVIEW

LARD futures at Chicago, after displaying considerable weakness under packer hedge selling and liquidation, turned moderately upwards this week as the pressure subsided. Indications of less active accumulation and some war fear buying were other strengthening factors. The market turned easier on Thursday, however.

Prices for lard ranged lower on Thursday in a light volume of business. Buying was scattered and trade interests sold. Curtailed hog movement in the past few days is attributed to bad condition of country roads, which lessens its influence as a market factor. Lard closed irregularly lower, with May and July off 10@12½¢ and other months 2½@7½¢ lower. Tank of loose lard sold during session at market.

Liquidation in closing spreads with cotton oil appeared to have run its course and there was a renewal of Eastern commission house buying of lard during the week, based partly on a stronger situation in grains. Leading packing interests continued on the selling side even on the rally.

Some optimism was based on the belief that the hog run would taper off in the next few weeks. Packinghouse interests, however, were looking for large summer and fall runs with plenty of lard to satisfy all requirements. It is believed by some that the export demand for lard would be increased by war in Europe.

Lard Aided By Oil

Comparative firmness in cottonseed oil was helped by the lard market. Distribution of oil in February established a record. Oil and shortening are comparatively high compared with lard, so that lard may benefit.

There were fair-sized shipments from the seaboard during the week.

There were reports in the market that England might remove the import duty of 10 per cent on American lard in the present trade agreement negotiations.

Receipts of hogs at Western packing points last week were 233,700 head against 241,100 the previous week and 306,900 the same week last year.

Average price of hogs at Chicago at the outset of the week was \$9.35 against \$9.70 the previous week, \$10.10 a year ago, \$10.30 two years ago, and \$10.10 three years ago. Top hogs at Chicago on Thursday were \$9.75 compared with \$9.75 the previous week.

Average weight of hogs received at Chicago during the past week was 250 lbs. against 247 lbs. the previous week, 244 lbs. a year ago and 245 lbs. two years ago.

Lard stocks at Chicago during the

(Continued on page 38.)

MEAT STOCKS *Below* YEAR AGO

MEAT stocks on hand in the United States on March 1, 1938, showed little increase over those of February 1, but were well below those of March 1 a year ago and the 5-year-March 1 average.

This is particularly significant as the 5-year period includes at least two years of low production.

Lard stocks increased during the month but were below the stocks of a year ago and the 5-year-average.

About 10,000,000 lbs. less pork went into cure and into the freezer during February of this year than in February, 1937.

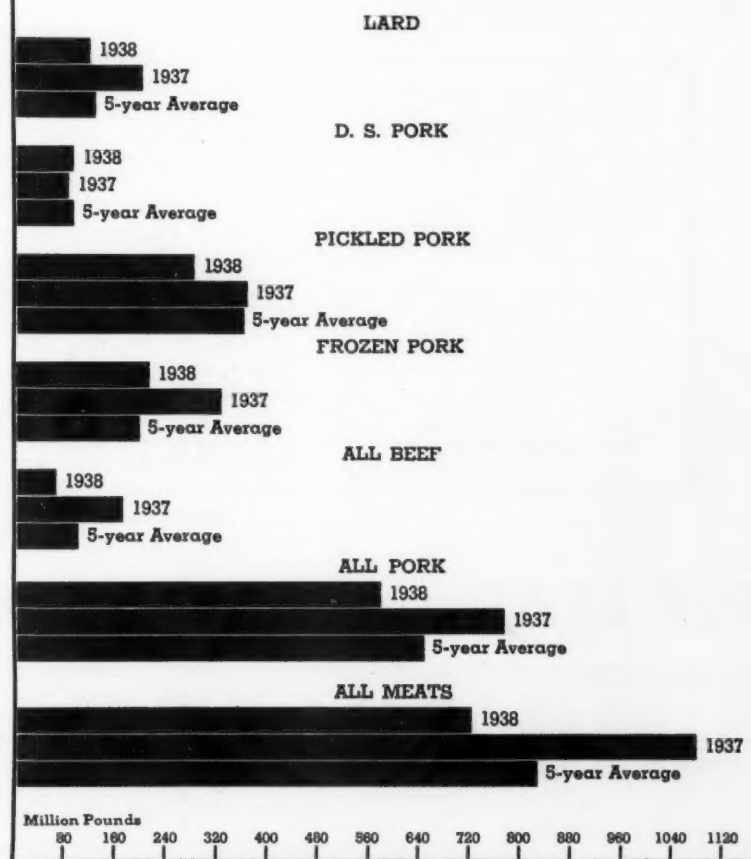
Quantity of beef stored during the month was less than in the same month of 1937 and the amount on hand on March 1 was only about one-third of that on hand at the same time a year

ago. Trimmings and other sausage materials on hand March 1 totaled only 77,172,000 lbs. compared with 202,476,000 lbs. a year ago and a 5-year-average of 125,125,000 lbs. on March 1, a decline of 38 per cent from 1937 stocks.

While cattle slaughter during February was slightly higher than a year ago this included a large percentage of cattle furnishing carcass beef and would contribute little to beef stocks. Hog slaughter was practically the same as in February, 1937 but packers drew heavily on stocks in cure and in the freezer to supply current needs as practically all product resulting from the month's kill cost more than current selling prices and much of it was held for a hoped-for appreciation in value while less expensive stocks from previ-

(Continued on page 38.)

MARCH STORAGE STOCKS COMPARED



PACKERS: If you use the **NEVERFAIL** 3-DAY HAM CURE YOU won't be obliged to Pass Your *Dividends*

Everyone knows that meat packing, these days, is a risky business. This fact is borne out by the news, published in the daily papers, that many packers have found it advisable to pass their dividends.

Now, let's look at the bright side of the picture. Let's see how some packers continue to make money in spite of unsettled conditions . . . more money, in fact, than ever before. Take the case of a certain mid-Western packer who started, less than a year ago, to use the NEVERFAIL 3-Day Ham Cure.

In the first place, this packer has greatly reduced the amount of capital tied up in inventory. Furthermore, he has been able to quickly increase or decrease production, in line with current demand. Most important of all, he is now turning out a product so tasty, mild and juicy that he has nothing to fear from competition, foreign or domestic.

Follow the lead of the country's profit-making ham packers! Let us show you, with a demonstration in your own plant, how you can improve earnings with the NEVERFAIL 3-Day Ham Cure. Write us.

Some Other MAYER Special Seasonings:

Pork Sausage (with or
without sage)

Wonder Pork Sausage
Braunschweiger Liver
Summer (Mettwurst)

Chili Con Carne
Rouladen Delicatessen
Frankfurter
Thuringer

Bologna

Salami

Lyone

and others for every type
of sausage

WE LEAD . . . Others Must Follow

H. J. MAYER & SONS CO.

6819-27 S. Ashland Ave., Chicago, Illinois

Canadian Sales Office: 159 Bay St., Toronto . . . Canadian Plant: Windsor, Ontario

Hog Cut-Out Results

CUT-OUT losses continue heavy and show little change from those of a week ago. Product values are practically the same as last week as are hog costs, although heavy hogs cost slightly less than a week ago. Light receipts kept hog prices up even though buying was slow.

Receipts at the eleven principal markets totaled 169,000 head or 4,000 more than in the like period a week ago but 45,000 less than a year ago and 51,000 less than two years ago. Top dropped to \$9.60 on Tuesday, which was the low time of the week. Practical top on the closing day of the period was \$9.70 with a few hogs selling at \$9.80. Choice 180 to 240 lb. hogs sold close to the top, heavier butchers moved at \$9.40 to \$9.65 and 280 to 325 lb. kinds sold from \$9.30 to \$9.50.

The fact that hogs are generally believed to be in strong hands and that any downturn in the market results in curtailment of receipts coupled with soft roads causing difficulty in getting hogs to market in some sections are believed to be factors in the present situation. Producers would have little disposition to rush hogs in when there is plenty of cheap corn and good heavy hogs sell above \$9.00.

The test on this page is worked out on the basis of live hog and green product prices at Chicago during the first four days of the current week, representative costs and credits being

used. The light kill results in high overhead which is a contributing factor to the cut-out loss but the principal factor is the failure of green product values to match hog costs. Packers will need to keep careful check of their costs at this time and attempt to realize on stored and cured product as it moves into consumptive channels.

STORAGE STOCKS

Storage stocks of pork meats and lard on hand in the United States on March 1, 1938, with record of quantities on hand at the beginning of each month back to January 1, 1934:

1938.				
	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted)			
Jan. 1.....	116,313	222,547	59,705	53,693
Feb. 1.....	200,671	270,027	83,330	99,318
Mar. 1.....	212,111	283,359	86,900	116,856
1937.				
	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted)			
Jan. 1.....	285,786	314,593	99,512	145,909
Feb. 1.....	321,068	341,295	75,559	182,700
Mar. 1.....	325,086	366,462	96,345	202,476
Apr. 1.....	328,383	338,230	89,164	217,227
May 1.....	316,670	348,616	91,088	209,444
June 1.....	261,948	317,223	84,486	194,477
July 1.....	238,595	293,110	81,719	185,124
Aug. 1.....	148,608	248,960	74,645	156,959
Sept. 1.....	91,024	211,898	64,673	118,094
Oct. 1.....	54,922	180,524	80,858	72,614
Nov. 1.....	47,476	179,933	39,065	39,477
Dec. 1.....	64,886	202,857	38,167	33,974
1936.				
	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted)			
Jan. 1.....	38,270	213,670	54,837	52,718
Feb. 1.....	103,153	253,225	79,664	75,669

Mar. 1.....	101,724	267,616	82,078	78,725
Apr. 1.....	98,397	263,404	88,348	76,814
May 1.....	102,031	285,204	90,167	83,815
June 1.....	96,545	258,170	85,908	89,114
July 1.....	89,428	209,536	89,314	106,774
Aug. 1.....	95,841	252,345	93,075	117,026
Sept. 1.....	91,853	241,506	87,459	110,561
Oct. 1.....	76,590	210,534	65,484	101,796
Nov. 1.....	75,280	236,821	50,856	94,748
Dec. 1.....	144,308	275,882	43,710	108,765

1935.				
	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted)			
Jan. 1.....	230,866	387,856	68,941	118,107
Feb. 1.....	226,457	374,000	69,700	112,111
Mar. 1.....	230,719	376,807	73,789	110,508
Apr. 1.....	208,295	350,291	73,577	104,861
May 1.....	177,837	315,719	71,285	101,224
June 1.....	147,991	290,718	66,307	91,706
July 1.....	115,645	264,863	64,799	84,686
Aug. 1.....	83,119	225,560	61,231	68,435
Sept. 1.....	65,689	205,476	54,084	53,537
Oct. 1.....	51,013	185,550	41,042	45,850
Nov. 1.....	37,693	174,329	28,641	40,702
Dec. 1.....	36,048	186,177	30,984	37,906

1934.				
	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted)			
Jan. 1.....	129,763	402,632	97,301	132,510
Feb. 1.....	177,292	442,438	110,674	168,756
Mar. 1.....	184,536	438,069	113,208	177,590
Apr. 1.....	167,436	381,248	108,538	167,775
May 1.....	165,772	381,633	107,919	176,441
June 1.....	168,130	376,631	98,294	182,576
July 1.....	167,463	369,293	91,209	165,973
Aug. 1.....	181,254	370,095	91,617	206,497
Sept. 1.....	151,949	326,379	83,732	167,155
Oct. 1.....	130,235	335,219	58,780	127,847
Nov. 1.....	123,677	330,378	50,682	105,519
Dec. 1.....	158,075	360,332	52,906	103,827

TEMPERATURES FOR CURING

Proper temperatures are important for best curing results. "PORK PACKING," The National Provisioner's test book for packers, tells just what temperatures should be used in the curing cellar.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive
	180-220 lbs.			220-260 lbs.			260-300 lbs.		
Regular hams	14.00	16.2	\$ 2.27	13.70	15.5	\$ 2.12	13.40	15.0	\$ 2.01
Picnics	5.70	12.3	.70	5.40	12.1	.65	5.10	11.3	.58
Boston butts	4.00	17.0	.68	4.00	17.0	.68	4.00	17.0	.68
Loins (blade in).....	9.80	19.0	1.86	9.50	17.0	1.61	9.00	16.4	1.48
Bellies, S. P.....	11.00	15.4	1.69	9.70	13.6	1.32	3.10	12.8	.40
Bellies, D. S.....	.....	.....	.....	2.00	10.6	.21	9.90	10.5	1.04
Fat backs	1.00	6.1	.06	3.00	6.3	.19	5.30	7.1	.38
Plates and jowls.....	2.50	7.0	.18	3.00	7.0	.21	3.30	7.0	.23
Raw leaf	2.10	7.9	.17	2.20	7.9	.17	2.10	7.9	.17
P. S. lard, rend, wt.....	12.80	8.2	1.05	11.00	8.2	.90	10.20	8.2	.83
Spareribs	1.60	11.9	.19	1.60	11.9	.19	1.50	11.9	.18
Trimnings	3.00	9.4	.28	2.80	9.5	.27	2.70	9.4	.25
Feet, tails, neckbones.....	2.00	.....	.08	2.00	.....	.08	2.00	.....	.08
Offal and misc.....	.....	.....	.33	.....	.....	.33	.....	.....	.33
TOTAL YIELD AND VALUE.....	69.50		\$ 9.54	70.50		\$ 8.93	71.50		\$ 8.63
Cost of hogs per cwt.....		\$ 9.57			\$ 9.49			\$ 9.33	
Condemnation loss .....		.04			.04			.04	
Handling & overhead.....		.80			.70			.65	
TOTAL COST PER CWT ALIVE		\$10.41			\$10.23			\$10.02	
TOTAL VALUE		9.54			8.93			8.63	
Loss per cwt.....		.87			1.30			1.39	
Loss per hog.....		1.74			3.12			3.89	

CHEVROLET TRUCKS

again prove their great performance
and economy by this A.A.A.
CERTIFIED TEST RUN



1938 1½-ton stock model Chevrolet truck demonstrates cost-saving performance in test run from the capital of Canada to the capital of Mexico

less than
⅓ CENT PER
TON MILE

14.48 MILES
PER GALLON
of gasoline

NOT ONE
CENT FOR
REPAIRS

CHEVROLET No tests are more rigidly supervised and exacting than tests conducted under the supervision of the Contest Board of the American Automobile Association. All figures listed in the column at the right are *facts*—certified and convincing proof of the great performance qualities and dollar-saving economy of Chevrolet trucks! Modernize your truck equipment now. Save money *all ways* with Chevrolet trucks—with low first cost, low operating cost, low maintenance expense—and with rugged, durable Chevrolet construction that gives extra thousands of miles of capable, satisfying operation.

CHEVROLET MOTOR DIVISION, General Motors Sales Corporation,
DETROIT, MICHIGAN
General Motors Instalment Plan—Convenient, Economical Monthly Payments.
A General Motors Value.

READ THESE AMAZING PERFORMANCE FACTS...

Total mileage covered... 3,022.2 miles
Payload weight..... 4,590 lb.
Gross weight..... 9,260 lb.
Average speed..... 31.04 m.p.h.
Total gasoline consumed, 208.73 gallons
Miles per gallon of gasoline..... 14.48
Oil consumed..... 2.92 quarts
Total cost (gas, oil, lubrication) \$.43.84
Total per ton-mile cost \$.00313

"THE THRIFT-CARRIERS FOR THE NATION"

MEAT IMPORTS AT NEW YORK

For week ended March 11, 1938:

Point of origin.	Commodity.	Amount lbs.
Argentina—Salami	110
—Fresh corned beef	457
—Canned corned beef	72,000
Austria—Cooked ham in tins	12,400
—Tinned luncheon meat	576
—Cooked pork loins in tins	2,160
—Tinned spiced ham	2,160
Canada—Fresh chilled pork cuts	22,500
—Smoked bacon	4,990
—Pork sausage	340
—Fresh froz. beef cuts	70,799
England—Meat paste	580
Germany—Cooked sausage in tins	132
—Smoked sausage	3,051
—Smoked ham	746
—Cooked canned sandwich meat	14,112
—Cooked ham in tins	26,958
Holland—Cooked ham in tins	5,930
—Smoked ham	5,446
—Liverpaste	944
Hungary—Canned beef goulash	838
—Canned veal stew	211
—Cooked ham in tins	194,687
Irish Free State—Smoked bacon	3,618
Italy—Salami	10,985
—Smoked sausage	8,060
Latvia—Cooked ham in tins	4,168
—Luncheon meat	1,200
Lithuania—Fresh froz. pork cuts	117,448
Poland—Tinned chd. pork butts	17,796
—Tinned chd. pork hams	808,707
—Smoked bacon	16,906
—Tinned luncheon meat	37,752
—Tinned spiced ham	5,184
—Tinned cooked veal	729
—D. S. bellies	21,475
Switzerland—Gravy tablets	904
—Bouillon cubes	8,095
—Soup tablets	2,907
Uruguay—Canned corned beef	188,460

PORK PRODUCTS EXPORTS

Exports of provisions originating in the United States and Canada from Atlantic and Gulf ports:

	Week ended Mar. 12, 1938.	Week ended Mar. 13, 1938.	Nov. 1, Mar. 12, 1938.
PORK.			

To	bbls.	bbls.	bbls.
United Kingdom	25	40	40
Continent	.....	49	49
Total	25	89	89

BACON AND HAM.

	M lbs.	M lbs.	M lbs.
United Kingdom	4,019	3,760	89,667
Continent	651	.....	1,884
West Indies	37	14	431
B. N. A. Colonies	.....	14	48
Other Countries	.....	.....	56
Total	4,707	3,788	72,086

LARD.

	M lbs.	M lbs.	M lbs.
United Kingdom	2,793	1,274	58,505
Continent	44	32	4,666
Sth. and Ctl. America	77	.....	1,221
West Indies	240	6	4,102
B. N. A. Colonies	.....	4	10
Other Countries	.....	.....	84
Total	3,154	1,316	68,588

TOTAL EXPORTS BY PORTS.

From	Pork, bbls.	Bacon and Ham, M lbs.	Lard, M lbs.
New York	25	906	858
Boston	.....	13	56
New Orleans	.....	.....	310
W. St. Johns	.....	2,421	1,433
Halifax	.....	1,568	497
Total week	25	4,708	3,154
Previous week	10	4,831	3,032
2 weeks ago	15	5,766	3,695
Cor. week 1937	.....	8,787	1,316

SUMMARY NOV. 1, 1937 TO MARCH 12, 1938.

	1937-1938.	1936-1937.
Pork, M lbs.	18	43
Bacon and Ham, M lbs.	72,086	59,178
Lard, M lbs.	68,588	40,215

For good experienced men try the "Classified" page of THE NATIONAL PROVISIONER.

Week Ending March 19, 1938

CHICAGO PROVISION MARKETS

REPORTED BY THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES

SATURDAY, MARCH 12, 1938.

	Open.	High.	Low.	Close.
LARD—				
Mar. ....	.....	.....	.....	8.07½ax
May	8.80	8.87½	8.75	8.82½ax
July	9.10	9.10	9.00	9.00b
Sept.	9.32½	9.32½	9.22½	9.25ax
Oct.	9.27½	.....	.....	9.27½
Jan. ....	.....	.....	.....	9.40a

CLEAR BELLIES—				
May ....	.....	.....	.....	11.40n
July ....	.....	.....	.....	11.67½n

MONDAY, MARCH 14, 1938.

LARD—				
Mar. ....	.....	.....	.....	8.55ax
May	8.80	8.80	8.67½	8.70
July	9.05-07½	9.07½	8.90	8.90
Sept.	9.27½	9.27½	9.10	9.10
Oct.	9.30	9.30	9.17½	9.17½ax
Jan.	9.35	9.35	9.25	9.25ax

CLEAR BELLIES—				
May ....	.....	.....	.....	11.85ax
July ....	.....	.....	.....	11.65ax

TUESDAY, MARCH 15, 1938.

LARD—				
Mar. ....	.....	.....	.....	8.60b
May	8.65	8.77½	8.65	8.77½b
July	8.87½	9.00	8.87½	9.00ax
Sept.	9.07½-02½	9.20	9.02½	9.20ax
Oct. ....	.....	.....	.....	9.20a
Jan.	9.20	.....	.....	9.20

CLEAR BELLIES—				
May ....	.....	.....	.....	11.85ax
July ....	.....	.....	.....	11.65ax

WEDNESDAY, MARCH 16, 1938.

LARD—				
Mar. ....	.....	.....	.....	8.75b
May	8.77½	8.95	8.77½	8.95ax
July	9.00-02½	9.15	9.00	9.15ax
Sept.	9.17½-20	9.35	9.17½	9.32½ax
Oct.	9.30	9.37½	9.30	9.37½ax
Jan. ....	.....	.....	.....	9.37½n

CLEAR BELLIES—				
May ....	.....	.....	.....	11.35n
July ....	.....	.....	.....	11.65n

THURSDAY, MARCH 17, 1938.

LARD—				
Mar. ....	.....	.....	.....	8.70ax
May	8.90-85	8.90	8.82½	8.95ax
July	9.15	9.15	9.05	9.05b
Sept.	9.30	9.30	9.25	9.30
Oct.	9.30	9.30	9.27½	9.30b
Jan. ....	.....	.....	.....	9.35ax

CLEAR BELLIES—				
May ....	.....	.....	.....	11.32½ax
July ....	.....	.....	.....	11.62½ax

FRIDAY, MARCH 18, 1938.

LARD—				
Mar. ....	.....	.....	.....	8.72½b
May	8.85	8.90	8.80	8.82½b
July	9.05	9.12½	9.05	9.05b
Sept.	9.30	9.30	9.25	9.25b
Oct. ....	.....	.....	.....	9.30ax
Jan. ....	.....	.....	.....	9.35ax

CLEAR BELLIES—				
May ....	.....	.....	.....	11.32½n
July ....	.....	.....	.....	11.62½n

Key: ax, asked; b, bid; n, nominal; —, split.

CHICAGO MID-MONTH STOCKS

Stocks of provisions at Chicago at the close of trading on Mar. 14, 1938, with comparisons:

	Mar. 14, 1938.	Feb. 28, 1938.	Mar. 14, 1937.
P. S. lard, lbs.	54,829,290	52,031,209	106,611,698
Other kinds of lard, lbs.	4,604,183	4,265,813	5,705,860
D. S. Cl. bellies ¹	7,438,849	7,416,187	9,472,495
D. S. Cl. bellies ²	.....	.....	4,000
D. S. rib bellies ¹	898,393	915,478	729,589
Ex. Sh. Cl. sides ¹	2,400	2,500	2,700

¹Made since October 1, 1937.

²Made previous to October 1, 1937.

CASH PRICES

Based on actual carlot trading Thursday, March 17, 1938.

REGULAR HAMS.

	Green.	*S.P.
8-10	.....	18½
10-12	.....	18½
12-14	.....	17½
14-16	.....	16½
16-18 range	.....	17

BOILING HAMS.

	Green.	*S.P.
16-18	.....	15½
18-20	.....	15½
20-22	.....	15½
16-20 range	.....	15½
16-22 range	.....	15½

SKINNED HAMS.

	Green.	*S.P.
10-12	.....	19
12-14	.....	18½
14-16	.....	17½
16-18	.....	16½
18-20	.....	15½
20-22	.....	15½
22-24	.....	14½
24-26	.....	14½
26-30	.....	14
30 and up	.....	13½

PICNICS.

	Green.	*S.P.
4-6	.....	12½
6-8	.....	12½
8-10	.....	11½
10-12	.....	11½
12-14	.....	11½
Short shank ½ over.	.....	11½

BELLIES.

(Square cut seedless.)

	Green.	*D.C.
6-8	.....	18
8-10	.....	17
10-12	.....	15½
12-14	.....	14½
14-16	.....	13½
16-18	.....	12½

*Quotations represent No. 1 new cure.

D. S. BELLIES.

	Clear.	Rib.
14-16	.....	11½
16-18	.....	11½
18-20	.....	11½
20-25	.....	11½
25-30	.....	11½
30-35	.....	11½
35-40	.....	11½
40-50	.....	10½

D. S. FAT BACKS.

6-8	.....	7½
8-10	.....	7½
10-12	.....	7½
12-14	.....	7½
14-16	.....	8½
16-18	.....	8½
18-20	.....	9½
20-25	.....	10½

OTHER D. S. MEATS.

Extra short clears	.....	35-45	11n
Extra short ribs	.....	35-45	11n
Regular plates	.....	6-8	8½
Clear butts	.....	4-6	8½
Jowl butts	.....	.....	8½
Green square jowls	.....	.....	10
Green rough jowls	.....	.....	8

LARD.

Prime steam, cash	.....	8.77½n
Prime steam, loose	.....	8.20ax
Neutral, in tierces	.....	10.25n
Raw leaf	.....	8.25n

LIVERPOOL PROVISION PRICES

Prices of first quality product at Liverpool for the week of March 2:

	Mar. 2, 1938.	Feb. 23, 1938.	Mar. 3, 1937.
per cwt.			
American green bellies	\$16.06	\$16.24	\$16.94
Danish Wiltshire sides	22.85	22.12	18.78
Canadian green sides	19.60	19.04	16.37
American short cut green hams	20.35	19.98	20.52
American refined lard	12.02	11.80	14.01

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THE MODERN FUEL**

FORD CHARCOAL BRIQUETS

Leading smoke-house operators are changing to Ford Charcoal Briquets because they have learned—from a free demonstration in their own smoke-houses—that Ford Charcoal Briquets are the modern fuel for their job.

They're light, clean, easy to handle—reducing storage costs. • They're uniform in carbon content and size—providing controllable, uniform heat. • They're flameless and sparkless—producing an unblemished, high-grade surface. • They can be covered with a measured amount of sawdust for even, controllable smoke—imparting uniform, finer flavor. • They dry and smoke faster—reducing shrinkage, eliminating much of the loss in weight.

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And "TASTE" is the most important factor when it comes to Sausage, Meat Loaves and other Prepared Meat Products. They must please the palate as well as attract the eye. You can be sure they will when you use

BOARS HEAD SUPER-SEASONINGS

Made on standardized and time-tried formulas with the purest natural oils of spices, all their ingredients are expertly blended in non-discoloring edible carriers. That is why BOARS HEAD SUPER-SEASONINGS produce the uniformly delicious flavors and finer color that you need to increase sales to discriminating consumers.

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THE PRESERVLINE MANUFACTURING CO., BROOKLYN, N. Y.



PRESCO PRODUCTS

FOR THE SCIENTIFIC PROCESSING OF MEAT AND MEAT PRODUCTS

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef		Cor. week, 1937.
Prime native steers—	March 16, 1938.	
400-600	15 1/4 @ 16	22 @ 22 1/4
600-800	15 1/4 @ 16	22 @ 22 1/4
800-1000	15 1/4 @ 16	22 @ 22 1/4
Good native steers—		
400-600	13 1/4 @ 14 1/4	19 @ 20
600-800	13 1/4 @ 14 1/4	19 @ 20
800-1000	13 1/4 @ 14 1/4	19 @ 20
Medium steers—		
400-600	13 @ 13 1/4	15 @ 16
600-800	13 @ 13 1/4	16 @ 16 1/4
800-1000	13 @ 13 1/4	16 1/4 @ 17
Heifers, good, 400-600	13 @ 14	16 1/4 @ 17 1/4
Cows, 400-600	11 @ 12	11 @ 12
Hind quarters, choice	12 1/4 @ 13	12 1/4 @ 13
Fore quarters, choice	11 1/4 @ 12	11 1/4 @ 12

Beef Cuts

Steer loins, prime	@ 35	@ 42
Steer loins, No. 1	@ 25	@ 39
Steer loins, No. 2	@ 24	@ 33
Steer short loins, prime	@ 50	@ 63
Steer short loins, No. 1	@ 33	@ 43
Steer short loins, No. 2	@ 30	@ 40
Steer loin ends (hips)	@ 20	@ 25
Steer loin ends, No. 2	@ 20	@ 24
Cow loins	@ 18	@ 20
Cow short loins	@ 24	@ 26
Cow loin ends (hips)	@ 13	@ 15
Steer ribs, prime	@ 25	@ 29
Steer ribs, No. 1	@ 21	@ 24
Steer ribs, No. 2	@ 20	@ 22
Cow ribs, No. 1	@ 15	@ 17 1/4
Cow ribs, No. 2	@ 12 1/4	@ 15 1/4
Steer rounds, prime	@ 15 1/4	@ 18
Steer rounds, No. 1	@ 15	@ 17
Steer rounds, No. 2	@ 14 1/4	@ 16
Steer chuck, prime	@ 12 1/4	@ 15 1/4
Steer chuck, No. 1	@ 12 1/4	@ 15
Steer chuck, No. 2	@ 11 1/4	@ 13
Cow rounds	@ 13	@ 13 1/4
Cow chucks	@ 11	@ 12
Steer plates	@ 9 1/4	@ 11
Medium plates	@ 9 1/4	@ 11
Briskets, No. 1	@ 14	@ 15 1/4
Steer navel ends	@ 7 1/4	@ 8 1/4
Cow navel ends	@ 8	@ 9 1/4
Fore shanks	@ 9	@ 9
Hind shanks	@ 7 1/4	@ 8
Strip loins, No. 1, bbls.	@ 50	@ 55
Strip loins, No. 2	@ 30	@ 30
Sirloin butts, No. 1	@ 24	@ 29
Sirloin butts, No. 2	@ 20	@ 23
Beef tenderloins, No. 1	@ 60	@ 75
Beef tenderloins, No. 2	@ 50	@ 55
Rump butts	@ 14	@ 12
Flank steaks	@ 13	@ 12 1/4
Shoulder clods	@ 13 1/4	@ 13 1/4
Hanging tenderloins	@ 15	@ 16
Insides, green, 6@8 lbs.	@ 17 1/4	@ 17 1/4
Outsides, green, 5@6 lbs.	@ 15 1/4	@ 15 1/4
Knuckles, green, 5@6 lbs.	@ 16 1/4	@ 14 1/4

Beef Products

Brains (per lb.)	@ 7	@ 8
Hearts	@ 10	@ 10
Tongues	@ 18	@ 18
Sweetbreads	@ 21	@ 21
Ox-tail, per lb.	@ 10	@ 10
Fresh tripe, plain	@ 9	@ 9
Fresh tripe, H. C.	@ 11 1/4	@ 11 1/4
Livers	@ 18	@ 18
Kidneys, per lb.	@ 9	@ 10

Veal

Choice carcass	@ 17	@ 15
Good carcass	@ 14	@ 13
Good saddles	@ 21	@ 17
Good racks	@ 15	@ 12
Medium racks	@ 10	@ 8

Veal Products

Brains, each	@ 11	@ 11 1/4
Sweetbreads	@ 40	@ 38
Calf livers	@ 42	@ 50

Lamb

Choice lambs	@ 18	@ 21
Medium lambs	@ 17	@ 19
Choice saddles	@ 22	@ 23
Medium saddles	@ 21	@ 23
Choice fores	@ 15	@ 17
Medium fores	@ 14	@ 15
Lamb fries, per lb.	@ 30	@ 30
Lamb tongues, per lb.	@ 15	@ 15
Lamb kidneys, per lb.	@ 20	@ 20

Mutton

Heavy sheep	@ 9	@ 9 1/4
Light sheep	@ 12	@ 13
Heavy saddles	@ 11	@ 17
Light saddles	@ 13	@ 15
Heavy fores	@ 7	@ 7
Light fores	@ 12	@ 12
Mutton legs	@ 15	@ 18
Mutton loins	@ 12	@ 12
Mutton stew	@ 7	@ 7
Sheep tongues, per lb.	@ 12 1/4	@ 12 1/4
Sheep heads, each	@ 10	@ 10

Fresh Pork and Pork Products

Pork loins, 8@10 lbs. av.	@ 21	@ 21
Picnics	@ 14	@ 14
Skinned shoulders	@ 13	@ 16
Tenderloins	@ 34	@ 32
Spare ribs	@ 10 1/4	@ 12 1/4
Back fat	@ 13	@ 10
Boston butts	@ 18	@ 20
Boneless butts, cellar trim,	@ 20	@ 25
2@4	@ 10	@ 11
Hocks	@ 11	@ 10
Tails	@ 5	@ 4 1/4
Neck bones	@ 11	@ 12
Slip bones	@ 12	@ 12
Pigs feet	@ 4 1/4	@ 5
Kidneys, per lb.	@ 9	@ 8
Livers	@ 8	@ 9 1/4
Brains	@ 9	@ 8
Ears	@ 6	@ 6
Snouts	@ 9	@ 7
Heads	@ 7 1/4	@ 8
Chitterlings	@ 7	@ 5 1/4

DRY SALT MEATS

Clear bellies, 14@16 lbs.	@ 12 1/4	@ 12 1/4
Clear bellies, 18@20 lbs.	@ 11 1/4	@ 11 1/4
Rib bellies, 25@30 lbs.	@ 13	@ 13
Fat backs, 10@12 lbs.	@ 7	@ 7
Fat backs, 14@16 lbs.	@ 9	@ 9
Regular plates	@ 8 1/4	@ 8 1/4
Jowl butts	@ 8 1/4	@ 8 1/4

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment	@ 24	@ 24
Fancy skd. hams, 14@16 lbs., parchment	@ 22	@ 24
paper	@ 22	@ 24
Standard reg. hams, 14@16 lbs., plain	@ 20	@ 21
Picnics, 4@8 lbs., short shanks, plain	@ 19	@ 20
Picnics, 4@8 lbs., long shanks, plain	@ 17 1/4	@ 17 1/4
Fancy bacon, 6@8 lbs., parchment paper	@ 24 1/4	@ 24 1/4
Standard bacon, 6@8 lbs., plain	@ 24 1/4	@ 24 1/4
No. 1 beef sets, smoked	@ 35	@ 36
Insides, 8@12 lbs.	@ 20 1/4	@ 20 1/4
Outsides, 6@9 lbs.	@ 30 1/4	@ 31
Knuckles, 5@9 lbs.	@ 30 1/4	@ 31
Cooked hams, choice, skin on, fattened	@ 35 1/4	@ 35 1/4
Cooked hams, choice, skinless, fattened	@ 36 1/4	@ 36 1/4
Cooked picnics, skin on, fattened	@ 26	@ 26
Cooked picnics, skinned, fattened	@ 26 1/4	@ 26 1/4

BARRELED PORK AND BEEF

Clear fat back pork,		
70-80 pieces	\$18.75	
80-100 pieces	16.50	
100-125 pieces	16.00	
Bean pork	22.00	
Brisket pork	25.00	
Clear plate pork, 25-30 pieces	16.50	
Plate beef	21.50	
Extra plate beef	22.50	

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	\$15.75
Lamb tongue, short cut, 200-lb. bbl.	65.00
Regular tripe, 200-lb. bbl.	15.75
Honeycomb tripe, 200-lb. bbl.	20.00
Pocket honeycomb tripe, 200-lb. bbl.	20.00

SAUSAGE MATERIALS

(F. O. B. CHICAGO.)

Regular pork trimmings	@ 10 1/4	@ 10 1/4
Special lean pork trimmings 85%	@ 16	@ 17
Extra lean pork trimmings 95%	@ 10 1/4	@ 10 1/4
Pork cheek meat	@ 8	@ 8
Pork hearts	@ 7	@ 7
Pork livers	@ 13 1/4	@ 13 1/4
Native boneless bull meat (heavy)	@ 11 1/4	@ 11 1/4
Boneless chucks	@ 12 1/4	@ 12 1/4
Beef trimmings	@ 11	@ 11
Beef cheeks (trimmed)	@ 9 1/4 @ 9 1/4	@ 9 1/4 @ 9 1/4
Dressed canners, 350 lbs. and up	@ 10	@ 10
Dressed cutter cows, 400 lbs. and up	@ 10 1/4	@ 10 1/4
Dr. bologna bulls, 600 lbs. and up	@ 10 1/4	@ 10 1/4
Pork tongues, canner trim, 8. P.	@ 15	@ 15

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@ 25 1/4	@ 25 1/4
Country style sausage, fresh in link	@ 21	@ 21
Country style sausage, fresh in bulk	@ 18 1/4	@ 18 1/4
Country style sausage, smoked	@ 24	@ 24
Frankfurters, in sheep casings	@ 25	@ 25
Frankfurters, in hog casings	@ 22	@ 22
Bologna in beef middles, choice	@ 18 1/4	@ 18 1/4
Bologna in beef middles, choice	@ 15 1/4	@ 15 1/4
Liver sausage in hog bungs	@ 19	@ 19
Smoked liver sausage in hog bungs	@ 24	@ 24
Head cheese	@ 16	@ 16
New England luncheon specialty	@ 22 1/4	@ 22 1/4
Mixed luncheon specialty, choice	@ 18 1/4	@ 18 1/4
Tongue sausage	@ 27 1/4	@ 27 1/4
Blood sausage	@ 17 1/4	@ 17 1/4
Souse	@ 17	@ 17
Polish sausage	@ 23	@ 23

DRY SAUSAGE

Cervelat, choice, in hog bungs	@ 38	@ 38
Thuringer cervelat	@ 21 1/4	@ 21 1/4
Farmer	@ 28	@ 28
Holsteiner	@ 26	@ 26
B. C. salami, choice	@ 35	@ 35
Milano, salami, choice in hog bungs	@ 35	@ 35
B. C. salami, new condition	@ 21 1/4	@ 21 1/4
Frisses, choice, in hog middles	@ 31	@ 31
Genoa style salami, choice	@ 42	@ 42
Pepperoni	@ 31	@ 31
Mortadella, new condition	@ 20	@ 20
Capicola style hams	@ 43	@ 43
Italian style hams	@ 34	@ 34
Virginia hams	@ 44	@ 44

SAUSAGE IN OIL

Bologna style sausage, in beef rounds	\$6.00
Frankfurt style sausage, in sheep casings	7.50
Small tins, 2 to crate	6.75
Smoked link sausage, in hog casings	6.75
Small tins, 2 to crate	6.75

LARD

Prime steam, cash, Bd. Trade	@ 8.77 1/2	@ 8.77 1/2
Prime steam, loose, Bd. Trade	@ 8.20ax	@ 8.20ax
Refined lard, tierces, f.o.b. Chgo.	@ .10 1/4	@ .10 1/4
Kettle rend., tierces, f.o.b. Chgo.	@ .11 1/4	@ .11 1/4
Leaf, kettle rendered, tierces, f.o.b. Chicago	@ .11 1/4	@ .11 1/4
Neutal, tierces, f.o.b. Chicago	@ .11 1/4	@ .11 1/4
Shortening, tierces, c.a.f.	@ .10 1/4	@ .10 1/4

OLEO OIL AND STEARINE

Extra oleo oil	8 1/4 @ 8 1/4
Prime No. 2 oleo oil	7 1/4 @ 7 1/4
Prime oleo stearine, edible	6 1/4 @ 6 1/4

TALLOWES AND GREASES

(Loose, basis Chicago.)

Edible tallow, 1% acid (f.o.b.)	@ 6 1/4	@ 6 1/4
Prime packers tallow, 3-4% acid	5 1/4 @ 5 1/4	5 1/4 @ 5 1/4
No. 1 tallow, 10% f.f.a.	4 1/4 @ 5	4 1/4 @ 5
Special tallow	5 1/4 @ 5 1/4	5 1/4 @ 5 1/4
Choice white grease, all hog	5 1/4 @ 5 1/4	5 1/4 @ 5 1/4
A-White grease, 4% acid	@ 5 1/4	@ 5 1/4
B-White grease, maximum 5% acid	@ 5	@ 5
Yellow grease, 16-20 f.f.a.	@ 4 1/4	@ 4 1/4
Brown grease, 40 f.f.a.	@ 4 1/4	@ 4 1/4

ANIMAL OILS

(Basis Chicago.)

Prime Edible Lard Oil	Per lb.	
Prime Burning Oil	@ 11 1/4	@ 11 1/4
Prime Lard Oil (inedible)	@ 10	@ 10
Extra W. S. Lard Oil	@ 9 1/4	@ 9 1/4
Extra Lard Oil	@ 9 1/4	@ 9 1/4
Extra No. 1 Lard Oil	@ 8 1/4	@ 8 1/4
Special No. 1 Lard Oil	@ 8 1/4	@ 8 1/4
No. 1 Lard Oil	@ 8 1/4	@ 8 1/4
No. 2 Lard Oil	@ 8 1/4	@ 8 1/4
Acidless Tallow Oil	@ 8 1/4	@ 8 1/4
20° C. T. Neatsfoot Oil	@ 16	@ 16
Pure Neatsfoot Oil	@ 10 1/4	@ 10 1/4
Prime Neatsfoot Oil	@ 9 1/4	@ 9 1/4
Extra Neatsfoot Oil	@ 9	@ 9
No. 1 Neatsfoot Oil	@ 8 1/4	@ 8 1/4

VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b.	@ 7	@ 7
Valley points, prompt	@ 7 1/4	@ 7 1/4
White deodorized, in bbls., f.o.b. Chgo.	9 1/4 @ 9 1/4	9 1/4 @ 9 1/4
Yellow, deodorized	1 1/4 @ 1 1/4	1 1/4 @ 1 1/4
Soap stock, 50% f.f.a. f.o.b. mills	0 1/4 @ 1 1/4	0 1/4 @ 1 1/4
Soya bean oil, f.o.b. mills	0 1/4 @ 6 1/4	0 1/4 @ 6 1/4
Corn oil, in tanks, f.o.b. mills	@ 7 1/4	@ 7 1/4
Cocoonut oil, sellers' tanks, f.o.b. coast	3 1/4 @ 3 1/4	3 1/4 @ 3 1/4
Refined in bbls., f.o.b. Chicago	@ 9 1/4	@ 9 1/4

OLEOMARGARINE

(F. O. B. CHICAGO.)

White domestic vegetable margarine	@ 15	@ 15
White animal fat margarine, in 1 lb. cartons	@ 14 1/4	@ 14 1/4
Puff paste (water churned)	@ 12	@ 12
(milk churned)	@ 13	@ 13

(Continued on page 37.)

PURE VINEGARS

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Gollin & Co., Pty. Ltd., Offices in Principal Cities.

CANADIAN REPRESENTATIVES: C. A. Pemberton & Co.,
Ltd., 189 Church St., Toronto.

Chicago Markets

(Continued from page 35.)

CURING MATERIALS

	Cwt.
Nitrite of soda (Chgo. w'hae stock):	
In 425-lb. bbls., delivered.....	\$ 8.75
Saltpeter, less than lot lots:	
Dbl. redned granulated.....	6.90
Small crystals.....	7.90
Medium crystals.....	8.25
Large crystals.....	8.65
Dbl. red. gran. nitrate of soda.....	3.75
Salt, per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:	
Granulated.....	7.20
Medium, undried.....	9.70
Medium, dried.....	10.20
Rock.....	6.60
Sugar—	
Raw, 96 basis, f.o.b. New Orleans....	@3.01
Second sugar, 90 basis.....	None
Standard gran., f.o.b. refiners (2%)....	@4.65
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%.....	@4.15
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.....	@4.05
Dextrose, in car lots, per cwt.....	@3.81

SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack.....	@17
Domestic rounds, 140 pack.....	@26
Export rounds, wide.....	@35
Export rounds, medium.....	@23
Export rounds, narrow.....	@38
No. 1 weasands.....	@65
No. 2 weasands.....	@68
No. 1 bungs.....	@12
No. 2 bungs.....	@69
Middles, regular.....	@36
Middles, select, wide, 2 1/2 in.	@45
Middles, select, extra wide, 2 3/4 in. and over.....	@80
Dried bladders:	
12-15 in. wide, flat.....	.65
10-12 in. wide, flat.....	.60
8-10 in. wide, flat.....	.55
6-8 in. wide, flat.....	.25
Hog casings:	
Narrow, per 100 yds.....	2.30
Narrow, special, per 100 yds.....	2.20
Medium, regular.....	1.65
English medium.....	1.40
Wide, per 100 yds.....	1.10
Extra wide, per 100 yds.....	1.00
Export bungs.....	.23
Large prime bungs.....	.19
Medium prime bungs.....	.13
Small prime bungs.....	.08
Middles, per set.....	.18
Stomachs.....	.09

SPICES

(Basis Chicago, original bbls., bags or hales.)

	Whole.	Ground.
	Per lb.	Per lb.
Allspice, Prime.....	17 1/2	18 1/2
Refined.....	17 1/2	17 1/2
Chili Pepper.....	21	21
Chili Powder.....	21	21
Cloves, Amborn.....	27	81
Madagascar.....	27	81
Zanzibar.....	19 1/2	22 1/2
Ginger, Jamaica.....	18 1/2	20
African.....	16	18
Mace, Fancy Banda.....	65	70
East India.....	60	60
E. I. & W. I. Blend.....	60	60
Mustard Flour, Fancy.....	22 1/2	22 1/2
No. 1.....	15	15
Nutmeg, Fancy Banda.....	25	25
East India.....	22	22
E. I. & W. I. Blend.....	22	22
Paprika, Extra Fancy.....	29	29
Fancy.....	28 1/2	28 1/2
Hungarian, Fancy.....	26 1/2	26 1/2
Peppina Sweet Red Pepper.....	26 1/2	26 1/2
Pimlico (220-lb. bbls.).....	26 1/2	26 1/2
Pepper, Cayenne.....	26	26
Red Pepper, No. 1.....	22 1/2	22 1/2
Pepper, Black Aleppo.....	10	11 1/2
Black Lampong.....	7 1/2	8 1/2
Black Tellicherry.....	10	11 1/2
White Java Muntok.....	11	12 1/2
White Singapore.....	10 1/2	12
White Packers.....	11 1/2	11 1/2

SEEDS AND HERBS

	Ground for Sausage.
	Whole.
	9 1/2
Caraway Seed.....	11 1/2
Celery Seed, French.....	19
Cominos Seed.....	12 1/2
Coriander Moroccan Bleached.....	8 1/2
Coriander Moroccan Natural No. 1.....	8 1/2
Mustard Seed, Cal. Yellow.....	9 1/2
American.....	8 1/2
Marjoram, French.....	20
Oregano.....	15
Sage, Dalmatian Fancy.....	8 1/2
Dalmatian No. 1.....	8

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, 975-lb. yearlings.....	\$ @ 9.50
Steers, good, 1130-1220 lb.....	8.75 @ 9.00
Steers, medium and good.....	8.20 @ 8.50
Cows, medium.....	@ 6.50
Cows, common and medium.....	5.50 @ 6.25
Cows, low cutter to cutter.....	3.75 @ 5.25
Bulls, cutter to medium.....	5.00 @ 7.00

LIVE CALVES

Vealers, choice.....	\$ @ 13.00
Vealers, good and choice.....	12.00 @ 13.00
Vealers, medium.....	9.50 @ 11.50
Vealers, cull and common.....	5.00 @ 8.50
Calves, medium.....	7.75 @ 8.00
Calves, cull and common.....	5.00 @ 7.50

LIVE HOGS

Hogs, good to choice, 150-200 lb.....	\$ @ 10.00
---------------------------------------	------------

LIVE LAMBS

Lambs, good to choice, 75-85 lb., woolled.....	\$ 9.75 @ 10.00
Lambs, common.....	@ 7.50

DRESSED BEEF

City Dressed.

Choice, native, heavy.....	@18
Choice, native, light.....	@17
Native, common to fair.....	@15

Western Dressed Beef.

Native steers, 600 @ 800 lbs.....	@17
Native choice yearlings, 440 @ 600 lbs.....	@16
Good to choice heifers.....	@12
Good to choice cows.....	@11
Common to fair cows.....	@10 1/2
Fresh bologna bulls.....	@11 1/2 @ 12 1/2

BEEF CUTS

	Western.	City.
No. 1 ribs.....	24 @ 28	24 @ 28
No. 2 ribs.....	20 @ 22	21 @ 23
No. 3 ribs.....	16 @ 18	16 @ 20
No. 1 loins.....	40 @ 48	44 @ 50
No. 2 loins.....	30 @ 40	36 @ 42
No. 3 loins.....	20 @ 25	30 @ 34
No. 1 hinds and ribs.....	17 @ 20	19 @ 25
No. 2 hinds and ribs.....	15 @ 17	17 @ 18
No. 1 rounds.....	13 @ 14	13 @ 14
No. 2 rounds.....	12 @ 13	12 @ 13
No. 3 rounds.....	11 @ 12	11 @ 12
No. 1 chucks.....	13 @ 14	13 @ 14
No. 2 chucks.....	12 @ 13	12 @ 13
No. 3 chucks.....	11 @ 12	11 @ 12
Bolognas.....	12 1/2 @ 13 1/2	
Rolls, reg. 6 @ 8 lbs. av.....	23 @ 25	
Rolls, reg. 4 @ 6 lbs. av.....	18 @ 20	
Tenderloins, 4 @ 6 lbs. av.....	50 @ 60	
Tenderloins, 5 @ 6 lbs. av.....	50 @ 60	
Shoulder clods.....	16 @ 18	

DRESSED VEAL

Good.....	15 1/2 @ 16 1/2
Medium.....	14 1/2 @ 15 1/2
Common.....	13 1/2 @ 14 1/2

DRESSED SHEEP AND LAMBS

Lambs, spring, prime.....	19 1/2 @ 20 1/2
Lambs, spring, good.....	18 1/2 @ 19 1/2
Lambs, 38 lbs. down.....	17 1/2 @ 18 1/2
Sheep, good.....	11 @ 13
Sheep, medium.....	9 @ 11

DRESSED HOGS

Hogs, good and choice, (90-140 lb.).....	\$14.50 @ 14.75
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FRESH PORK CUTS

Pork loins, fresh, Western, 10 @ 12 lbs.....	@21
Pork tenderloins, fresh.....	@23
Pork tenderloins, frozen.....	@31
Shoulders, Western, 10 @ 12 lbs. av.....	@16
Butts, boneless, Western.....	@27
Butts, regular, Western.....	@19
Hams, Western, fresh, 10 @ 12 lbs. av.....	@21
Picnic hams, Western, fresh, 6 @ 8 lbs. av.....	@15
Pork trimmings, extra lean.....	@18
Pork trimmings, regular 50% lean.....	@13
Spareribs.....	@14

SMOKED MEATS

Regular hams, 8 @ 10 lbs. av.....	26 1/2 @ 27 1/2
Regular hams, 10 @ 12 lbs. av.....	25 1/2 @ 26 1/2
Skinned hams, 12 @ 14 lbs. av.....	24 @ 25
Skinned hams, 12 @ 14 lbs. av.....	24 @ 25
Skinned hams, 16 @ 18 lbs. av.....	23 1/2 @ 24 1/2
Skinned hams, 18 @ 20 lbs. av.....	22 1/2 @ 23 1/2
Picnics, 4 @ 6 lbs. av.....	19 @ 20
Picnics, 6 @ 8 lbs. av.....	18 @ 19
City pickled bellies, 8 @ 12 lbs. av.....	21 @ 22
Bacon, boneless, Western.....	28 1/2 @ 29 1/2
Bacon, boneless, city.....	28 1/2 @ 29 1/2
Rollettes, 6 @ 10 lbs. av.....	21 1/2 @ 22 1/2
Beef tongue, light.....	@23
Beef tongue, heavy.....	@24

FANCY MEATS

Fresh steer tongues, untrimmed.....	16c a pound
Fresh steer tongues, l. c. trimmed.....	25c a pound
Sweetbreads, beef.....	35c a pound
Sweetbreads, veal.....	70c a pair
Beef kidneys.....	14c a pound
Mutton kidneys.....	4c each
Livers, beef.....	29c a pound
Oxtails.....	18c a pound
Beef hanging tenders.....	30c a pound
Lamb fries.....	12c a pair

BUTCHERS' FAT

Shop Fat.....	\$ 1.75 per cwt.
Breast Fat.....	2.50 per cwt.
Edible Suet.....	4.00 per cwt.
Inedible Suet.....	3.00 per cwt.

GREEN CALFSKINS

	5-9 1/2	12 1/2	12 1/2	14	14-18	18 up
Prime No. 1 veals.....	1.20	1.50	1.95	2.00	2.15	
Prime No. 2 veals.....	1.10	1.60	1.75	1.80	1.85	
Buttermilk No. 1.....	9	1.50	1.65	1.70		
Buttermilk No. 2.....	8	1.35	1.50	1.55		
Branded gruby.....	6	.70	.90	.95	1.00	
Number 3.....	6	.70	.90	.95	1.00	

BONES AND HOOFES

	Per ton.
Round shins, heavy, delivered basis.....	\$70.00 @ 75.00
light, delivered basis.....	60.00 @ 65.00
Flat shins, heavy, delivered basis.....	@ 60.00
light, delivered basis.....	@ 65.00
Thighs, blades and buttocks.....	@ 52.50
Spring bones.....	@ 65.00
Black and striped hoofs.....	@ 40.00

PRODUCE MARKETS

BUTTER.

	Chicago.	New York.
Creamery (92 score).....	@ 29 1/2	@ 30 1/2
Creamery (90-91 score).....	@ 28 1/2	@ 30 1/2
Creamery firsts (88-90 score).....	@ 28 1/2	@ 28 1/2

EGGS.

Extra firsts.....	12 @ 18 1/2
Firsts, fresh.....	18 @ 18 1/2
Standards.....	@ 20 1/2

LIVE POULTRY.

Fowls.....	12 @ 23 1/2
Spring chickens.....	22 1/2 @ 24
Broilers.....	16 @ 22
Capons.....	22 @ 26
Old Roosters.....	13 1/2 @ 14 1/2
Stags.....	@ 17
Ducks.....	12 @ 22
Geese.....	12 @ 16
Turkeys.....	15 @ 24

DRESSED POULTRY.

Chickens, 21-24, frozen.....	@ 27 1/2
25-42.....	@ 28 1/2
Chickens, 43 & up, frozen.....	@ 29 1/2
Fowls, 31-47, fresh.....	@ 22 1/2
48-59, fresh.....	@ 23 1/2
60 and up, fresh.....	@ 23 1/2

BUTTER AT FIVE MARKETS

Wholesale prices 92 score butter for week ended Thursday, March 10:

	Mar. 4	5	7	8	9	10
Chicago.....	29 1/2	29 1/2	29 1/2	29 1/2	29 1/2	29 1/2
New York.....	30 1/2	30 1/2	30 1/2	30 1/2	30 1/2	30 1/2
Boston.....	30 1/2	30 1/2	30 1/2	31	31	31
Philadelphia.....	31	31	30 1/2	30 1/2	30 1/2	31
San Francisco.....	30	30	30	29 1/2	29 1/2	29 1/2

Wholesale prices carlots—fresh centralised—90 score at Chicago:

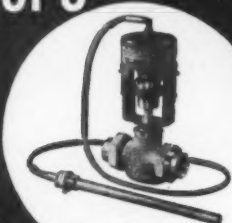
	This week.	Last week.	—Since January 1—	1935.	1937.
Chicago.....	2,429,789	2,511,941	36,252,580	31,182,151	
New York.....	3,776,810	3,765,584	46,895,523	38,501,680	
Boston.....	1,048,544	1,062,365	14,866,743	14,529,287	
Phila.....	1,070,680	1,046,648	13,759,749	13,416,136	

Total .. 8,326,123 8,416,738 111,774,595 97,579,204

Cold storage movement (lbs.—Net Wt.):

	In	Out	On hand	Same day
	Mar. 10.	Mar. 10.	Mar. 11.	last year.
Chicago.....	22,218	124,718	6,427,579	2,127,887
New York.....	20,660	33,164	1,562,583	2,752,403
Boston.....	45,268	189,357	189,357	271,777
Phila.....	26,340	10,618	409,167	196,193
Total.....	90,218	213,768	8,580,686	5,348,260

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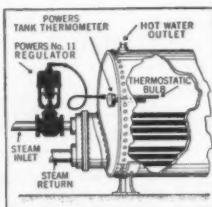
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POWERS

AUTOMATIC

WATER TEMPERATURE CONTROL



PROVISIONS AND LARD

(Continued from page 29.)

first half of March increased a little over 3,000,000 lbs. against an increase last year of around 5,000,000 lbs.

PORK.—Demand was fair and the market was steady at New York. Mess was quoted at \$28.37½ per barrel and family at \$29.50 per barrel.

LARD.—Demand was moderate and the market was irregular at New York. Prime western was quoted at 9.40@9.50c; middle western, 9.40@9.50c; New York City in tiers, 8½c, tubs, 9½@9¼c; refined continent, 9½@9¼c; South America, 9½@9¼c; Brazil kegs, 9½@9¼c; shortening in car lots, 10¼c, and smaller lots, 10¼c.

At Chicago, regular lard in round lots was quoted at 7½c under May; loose lard, 60c under May, and leaf lard, 45c under May.

(See page 43 for later markets)

BEEF.—Demand was fair and the market was steady at New York. Family was quoted at \$27.00 per barrel.

MEAT STOCKS YEAR AGO

(Continued from page 29.)

ous months moved into consumption.

In view of the fact that less than three quarters of a billion pounds of meat of all kinds was on hand on March 1, which was 300,000,000 lbs. less than

a year ago, and 100,000,000 lbs. under the 5-year-average, it would seem that with average livestock receipts there should be no difficulty moving this product into consumptive channels at price levels high enough for a fair return.

CHAIN STORE SALES

Jewel Tea Co. reports sales of \$3,656,686 for the first eight weeks of 1938, compared to \$3,429,014 for the like period in 1937, a 6.6 per cent increase. Sales in the four weeks ended February 26 amounted to \$1,832,476, a gain of 5.1 per cent over volume in the corresponding period last year.

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2-STAGE GRINDERS
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SECURE more uniform grinding of packing house by-products—save power—reduce maintenance expense. Instant accessibility saves cleaning time. Nine sizes: 5 to 100 H.P., capacities 500 to 20,000 lbs. per hour. Write for catalog No. 302.

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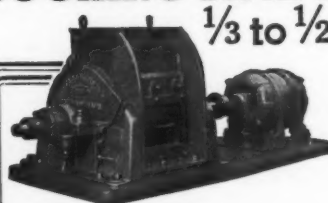


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TALLOW AND GREASES

WEEKLY MARKET REVIEW

TALLOW.—The tallow market at New York was under pressure of offerings from producers again this week and declined about $\frac{1}{4}$ c from the previous week. Soapers backed away from the offerings. It was estimated that around 1,000,000 lbs. of extra changed hands at $5\frac{1}{2}$ c, delivered.

The market displayed an unsteady undertone even on the decline. Offerings were less pressing, but close observers said that demand was not urgent and producers still appeared anxious to move some stuff at the last sales levels. There was an unsteady tone in competing oils and greases.

Foreign tallow offerings at New York were lowered $\frac{1}{4}$ c per pound with South American No. 1 quoted at $4\frac{1}{4}$ @ $4\frac{1}{2}$ c; No. 2, 4 @ $4\frac{1}{4}$ c, and edible, 4 @ $4\frac{1}{4}$ c, c.i.f.

Edible tallow at New York was unchanged but offered at $6\frac{1}{2}$ c, delivered in packages, with a possibility of shading that level on firm bids. Special was quoted at $5\frac{1}{2}$ @ $5\frac{1}{2}$ c.

Tallow futures at New York were 5 to 10 points lower on the week. July traded from 6.00 to 5.80 in a moderate way.

At Liverpool, Argentine beef tallow, March shipment, was off 6d at 20s and Australian good mixed was unchanged at 19s 9d. There was no London tallow auction this week.

Trade in tallow at Chicago was slow and prices worked lower. Prime tallow wanted at $5\frac{1}{2}$ c, Cincinnati, on Wednesday, and special was available at $5\frac{1}{2}$ c, Cincinnati. Large producers were standing aside. Edible sold on Thursday at $6\frac{1}{4}$ c, f.o.b. shipping point. Prime saleable at $5\frac{1}{2}$ c, Cincinnati, for forward shipment. Tank No. 1 tallow reported at $4\frac{1}{2}$ c, Cincinnati; offered at 5c, Chicago.

Chicago quotations, loose basis, on Thursday were:

Edible tallow	@ $6\frac{1}{2}$
Fancy tallow	@ 6
Prime packers	$5\frac{1}{2}$ @ $5\frac{1}{2}$
Special tallow	$5\frac{1}{2}$ @ $5\frac{1}{2}$
No. 1 tallow	$4\frac{1}{2}$ @ 5

STEARINE.—The market for stearine was easier at New York with the last business at 7c, ex-plant. There were reports of sales of oleo f.o.b. Chicago, at $6\frac{1}{2}$ c. Sales were estimated at 160,000 lbs. The New York market was off $\frac{1}{4}$ c for the week.

At Chicago, oleo stearine was quoted at $6\frac{1}{2}$ @7c.

OLEO OIL.—Demand was moderate at New York and the market was $\frac{1}{4}$ c lower. Extra was quoted at $8\frac{1}{2}$ @9c; prime, 8 @ $8\frac{1}{2}$ c, and lower grades, $7\frac{1}{2}$ @8c.

At Chicago extra was $8\frac{1}{2}$ @ $8\frac{1}{2}$ c.

LARD OIL.—The market was quiet, steady and unchanged at New York. No. 1 was quoted at 9c; No. 2, $8\frac{1}{2}$ c; extra, 10c; extra No. 1, $9\frac{1}{2}$ c; winter strained, $10\frac{1}{4}$ c; prime edible, $12\frac{1}{2}$ c, and inedible $10\frac{1}{2}$ c.

(See page 43 for later markets.)

NEATSFOOT OIL.—The market was steady and unchanged at New York. Cold test was quoted at $16\frac{1}{4}$ c; extra, $9\frac{1}{4}$ c; extra No. 1, 9c; pure, $12\frac{1}{4}$ c, and prime, $10\frac{1}{4}$ c.

GREASES.—There was a fair trade in greases at New York during the week but the market was heavy in tone and prices were off $\frac{1}{4}$ to $\frac{1}{2}$ c per pound. Weakness in the tallow market and unsteadiness in competing oils resulted in some increase in grease offerings from producers. Little or no demand was encountered until prices reached a $4\frac{1}{2}$ c level for yellow and house where soapers took hold in a fair way. Consumers showed no disposition to buy freely, apparently indicating that business in finished soaps was quiet.

At New York, yellow and house were quoted at $4\frac{1}{2}$ c; choice white, 6c nominal, and brown, $4\frac{1}{4}$ @ $4\frac{1}{2}$ c.

Trade in greases at Chicago was generally slow, scattered and easier. Sales of choice white reported at $5\frac{1}{2}$ c and $5\frac{1}{2}$ c, Chicago on Wednesday. Brown grease was offered at $4\frac{1}{2}$ c, Chicago, on Thursday. Chicago quotations, loose basis, on Thursday were:

Choice white grease	$5\frac{1}{2}$ @ $5\frac{1}{2}$
A-white grease	@ $5\frac{1}{2}$
B-white grease	@ 5
Yellow grease, 10-15 f.f.a.	$4\frac{1}{2}$ @ $4\frac{1}{2}$
Yellow grease, 15-20 f.f.a.	@ $4\frac{1}{2}$
Brown grease	@ $4\frac{1}{2}$

CANADIAN OIL DUTY

Canadian farmers and Canadian National Dairy Council have asked for a duty of $4\frac{1}{2}$ cents on Empire vegetable oils and higher duties on imported animal fats, contending that such rates will bring an increase in use of domestic animal fats and higher prices for butter, cattle and hogs. Briefs prepared by Canada Packers, Ltd., Swift Canadian Co. and Lever Bros. claim the proposal, even supplemented by a duty on American lard, would not increase livestock prices appreciably and might endanger markets for bacon and cattle.

Any duty on Empire oils, it is contended, would violate existing trade agreements with Great Britain and might lead to withdrawal of present preferential treatment for Canadian bacon. It is believed that larger imports of American lard and tallow might result from adoption of the proposal, unless they were checked by tariff.

BY-PRODUCTS MARKETS

Chicago, March 17, 1938.

By-products markets dull. No eagerness on the part of buyers, and sellers show no disposition to force product on the market.

Blood.

Some blood sold during the week at \$3.00.

	Unit Ammonia.
Unground	\$ @3.00

Digester Feed Tankage Materials.

Feeding tankage market quiet and easy with second quality 6 to 10% ammonia product lower at \$2.25 & 10c.

Unground, 10 to 12% ammonia	\$2.75@2.90 & 10c
Unground, 6 to 10%, choice quality	@2.75 & 10c
Liquid stick	@2.00

Packinghouse Feeds.

Prices unchanged on a quiet market.

	Carlots, Per ton.
Digester tankage meat meal, 60%	@47.50
Meat and bone scraps, 50%	@45.00
Raw bone meal	@35.00
Special steam bone meal	@30.00

Bone Meals (Fertilizer Grades).

Market quiet. Prices quoted f.o.b. Chicago.

	Per ton.
Steam, ground, 3 & 50	@17.00
Steam, ground, 2 & 26	@17.00

Fertilizer Materials.

Market quiet and nominal.

	Per ton.
High grd. tankage, ground, 10@11% am.	\$ @2.75 & 10c
Bone tankage, ungrd., low gr., per ton	@15.00
Hoof meal	@8.00

Dry Rendered Tankage.

Crackling market quiet and easy.

Hard pressed and expeller unground, per unit protein	\$ @.57 $\frac{1}{2}$
Soft prod. pork, ac. grease & quality, ton	@40.00
Soft prod. beef, ac. grease & quality, ton	@35.00

Gelatin and Glue Stocks.

Prices for gluestock quoted on l.c.l. lots.

	Per ton.
Calf trimmings	\$ @25.00
Skinews, pieces	@18.00
Cattle jaws, skulls and knuckles	@18.00
Hide trimmings	@14.00
Pig skin scraps and trim, per lb., l.c.l.	5c @ $5\frac{1}{2}$ c

Horns, Bones and Hoofs.

Nominal market on horns, bones and hoofs.

	Per ton.
Horns, according to grade	\$45.00@75.00
Cattle hoofs	@25.00
Junk bones	@14.00

(Note—foregoing prices are for mixed carloads of unsorted materials indicated above.)

Animal Hair.

Crude hog hair, summer take-off

\$35.00 per ton c.a.f. Chicago. Winter take-off \$80 per ton, nominal.

Coll and field dried hog hair.....1½¢@4¢
Processed black winter, per lb.....6¢ @9¢
Cattle switches, each*.....2¢ @2½¢

*According to count.

FERTILIZER PRICES

BASIS NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports, March-June shipment.....	@29.50
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York.....	nominal
Blood, dried, 16% per unit.....	@ 3.00
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory.....	3.50 & 10c
Fish meal, foreign, 11½% ammonia, 10% B. P. L., c.i.f. spot.....	@45.50
March shipment.....	@45.00
Fish scrap: acidulated, 7% ammonia, 3% A. P. A., f.o.b. fish factories.....	2.75 & 50c
Soda nitrate, per net ton; bulk March-June.....	@27.00
in 200-lb. bags, March-June.....	@28.30
in 100-lb. bags, March-June.....	@29.00
Tankage, ground, 10% ammonia, 15% B. P. L., bulk.....	2.80 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L., bulk.....	2.70 & 10c
Phosphates.	
Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f. New York.....	@21.50
Bone meal, raw, 4½% and 50%, in bags, per ton, c.i.f. New York.....	@27.50
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% fat.....	@ 9.00
Dry Rendered Tankage.	
50% unground.....	@55c
60% unground.....	@57½c

TALLOW-GREASE USE DROPS

Domestic consumption of inedible tallow and greases amounted to about 959,000,000 lbs. during 1937 compared with 1,025,000,000 lbs. in 1936 and 972,000,000 lbs. in 1935, according to the

U. S. Bureau of Agricultural Economics. Apparent disappearance of inedible tallow and grease during 1937 was smaller than for any year since 1933. The bureau points out that the increase in apparent disappearance of palm-kernel oil in 1937 may indicate that more of this oil went into soap.

TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, MARCH 13, 1938.

	High.	Low.	Close.
March.....	5.75	nom.	5.75 nom.
April.....	5.50	@5.80	5.50@5.75
May.....	5.05	@5.85	5.05@5.85
June.....	5.70	@6.00	5.70@6.00
July.....	5.85	nom.	5.85 nom.
August.....			

MONDAY, MARCH 14, 1938.

March.....	5.50@5.60
April.....	5.50@5.80
May.....	5.67@5.75
June.....	5.75 5.75
July.....	5.80 5.80
August.....	5.85 nom.

TUESDAY, MARCH 15, 1938.

March.....	5.50@5.90
April.....	5.50@5.90
May.....	5.70@5.85
June.....	5.70@5.90
July.....	5.79@5.90
August.....	5.85 nom.

WEDNESDAY, MARCH 16, 1938.

March.....	5.45@5.75
April.....	5.50@5.70
May.....	5.65@5.75
June.....	5.65@5.80
July.....	5.73@5.82
August.....	5.75 nom.

THURSDAY, MARCH 17, 1938.

March.....	5.40@5.70
April.....	5.40@5.70
May.....	5.60@5.70
June.....	5.60@5.80
July.....	5.69@5.79
August.....	5.70 nom.

FRIDAY, MARCH 18, 1938.

March.....	5.40@5.75
April.....	5.60@5.80
July.....	5.73@5.90

MARGARINE TAX YIELD LOW

Recent studies by the Tax Policy League revealed that state margarine taxes do not realize any appreciable amount of revenue, actually yielding less than any other type of state taxes. Specifically, only .01 per cent of the total revenue, or the equivalent of only \$1 for every \$10,000 realized is in the form of margarine taxes. Many states, including Wisconsin, do not receive even as much as .01 per cent of their total revenue from margarine taxes.

Pennsylvania had the greatest revenue from margarine taxes in 1937, a total of \$424,800 being collected in license fees. California collected \$58,670 in revenue from this source and Utah \$41,762 in stamp and license taxes. Tennessee realized \$19,112 from its stamp and license taxes and Vermont received \$10,118. In no other state reporting to the Institute of Margarine Manufacturers did margarine tax revenue exceed \$10,000 during the 1937 tax year.

EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, March 16, 1938.

Ground fertilizer tankage is offered at \$2.80 and 10c, and unground feeding tankage at \$2.70 and 10c, f.o.b. local shipping points, with practically no buying interest.

The last sales on dried blood were made at \$3.00 per unit, f.o.b. New York, and, while the stocks are cleaned up, there is also a lack of buying interest.

Japanese fish meal, spot material, is offered at \$45.50 ex-dock, New York, and for March, April shipment, \$45.00 per ton, c.i.f. North Atlantic Coast ports could probably be had.

Dry rendered tankage is a little lower in price, with not very much interest being shown by buyers.

NEW MARGARINE TAX BILLS

Although legislatures of 10 states have been in session recently, the only new anti-margarine legislation has consisted of two bills introduced in the New York assembly. Bill 772 would prohibit purchase of margarine by public or private institutions receiving support from the state and also would prohibit its purchase for home relief. Bill 773 would impose annual license fees of \$1,000 on manufacturers, \$500 on wholesalers and \$100 on retailers of margarine. There would be an annual license fee of \$50 for restaurants and \$10 for boarding-houses serving margarine.

HULL OIL MARKETS

Hull, England, March 16, 1938.—Refined oil, 21s 6d. Egyptian crude cottonseed oil, 18s 6d.

COTTONSEED PRODUCTS PRODUCED AND CONSUMED

As reported for the seven months ended February 28, 1938 and 1937:

COTTON SEED RECEIVED, CRUSHED, AND ON HAND (TONS).

	Received at mills*		Crushed		On hand at mills	
	Aug. 1 to Feb. 28, 1937.	1937.	Aug. 1 to Feb. 28, 1938.	1937.	February 28, 1938.	1937.
United States.....	6,074,957	4,836,053	4,956,484	3,784,821	1,159,767	878,158
Alabama.....	382,511	355,511	337,454	297,303	45,008	28,927
Arkansas.....	601,229	438,992	452,424	369,677	148,689	69,941
California.....	278,635	172,370	151,554	119,224	132,549	54,254
Georgia.....	537,504	449,533	478,971	407,445	60,861	43,965
Louisiana.....	259,820	222,188	242,037	208,216	17,987	15,646
Mississippi.....	940,591	800,915	980,788	607,644	268,088	294,510
North Carolina.....	272,558	218,114	246,659	207,301	26,150	11,503
Oklahoma.....	273,714	82,680	254,424	81,815	19,792	1,920
South Carolina.....	250,764	207,776	233,843	198,661	17,571	10,300
Tennessee.....	418,501	351,089	337,006	286,036	81,309	65,864
Texas.....	1,595,674	896,278	1,364,851	864,740	253,695	41,414
All other states.....	262,546	161,602	175,674	136,759	87,468	25,114

*Includes seed destroyed at mills but not 42,394 tons and 21,926 tons on hand Aug. 1 nor 113,954 tons and 62,887 tons reshipped for 1938 and 1937 respectively.

COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.

	Season	On hand August 1.	Produced Aug. 1 to Feb. 28.	Shipped out Aug. 1 to Feb. 28.	On hand Feb. 28.
Crude oil	1937-38	*11,141,266	1,511,874,381	1,436,436,811	*203,784,117
(pounds)	1936-37	19,191,508	1,133,999,396	1,103,402,950	139,296,226
Refined oil	1937-38	1441,052,343	*1,190,015,387		1516,039,279
(pounds)	1936-37	318,873,305	956,722,946		532,946,600
Cake and meal	1937-38	41,952	2,208,285	1,998,860	251,577
(tons)	1936-37	65,053	1,601,878	1,558,158	188,772
Hulls	1937-38	43,422	1,267,087	1,103,839	146,670
(tons)	1936-37	23,893	964,399	838,638	149,654
Linters	1937-38	61,547	1,130,688	678,874	513,561
(running bales)	1936-37	43,819	928,135	767,007	204,945
Hull fiber	1937-38	1,828	48,408	19,215	31,021
(500-lb. bales)	1936-37	88	35,822	32,778	8,132
Grabbots, motes, etc.	1937-38	7,379	60,340	22,415	45,304
(500-lb. bales)	1936-37	2,991	42,095	31,681	13,405

*Includes 4,272,188 and 82,055,169 pounds held by refining and manufacturing establishments and 4,369,480 and 43,791,780 pounds in transit to refiners and consumers August 1, 1937 and Feb. 28, 1938 respectively.

†Includes 13,349,453 and 9,804,926 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 7,957,878 and 7,551,983 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., August 1, 1937 and Feb. 28, 1938 respectively.

**Produced from 1,297,478,937 pounds of crude oil.

VEGETABLE OILS

WEEKLY MARKET REVIEW

COTTONSEED oil futures at New York backed and filled, averaging a little higher during the week, but had difficulty in maintaining the bulges. There was no undue pressure on the market. While speculative demand broadened on the declines, trade on the whole was not as active as recently.

Considerable absorption appeared prior to the February consumption report, carrying prices to within 10 or 15 points of the season's highs, but it subsequently developed that record distribution in February had been discounted.

Liquidation was on a moderate scale and was absorbed in part by trade houses. There was little or no hedge selling and actual oil everywhere continued in a firm position.

Some of the selling this week resulted from the expectation that cotton oil consumption in March will be sharply lower than in February. Not only would this be natural, but there have been persistent reports that consumer buying was on a smaller scale. Deliveries against old orders have remained comparatively satisfactory.

Record February Consumption

February cotton oil consumption of 428,531 bbls. exceeded all expectations and established a new record for the month. Consumption in February, 1937 was 177,000 bbls. Consumption for the season to March 1 totaled 2,788,000 bbls. against 1,857,000 bbls. last season.

Visible supply at the beginning of March was 2,591,000 bbls. against 2,054,000 bbls. on March 1, 1937. Visible stocks are not large considering the fact that the crush this season has been much greater than last year. Consumption of oil in the first seven months this year ran 930,000 bbls. ahead of last year.

Small import volume has played a large part in greater distribution of domestic cotton oil. While there has been considerable talk about larger imports of coconut oil and palm oil, part of which might compete with cotton oil, there has been no pressure of foreign cottonseed oil offerings. February imports of cotton oil were only 5,120 bbls. compared with 62,664 bbls. in February, 1937.

Some trade factors estimate that March oil consumption may run 250,000 bbls. or larger against 219,000 bbls. in March, 1937.

Many in the trade are watching the statistical position closely. Some observers contend that the carryover of cotton oil at the end of this season may not be greater than at the end of the previous season, or around 1,100,000

bbls. Carryover at the end of this season is going to be very important in determining price since the new controlled cotton crop may not produce more than 2,500,000 bbls. of cottonseed oil. New season's supplies of only 3,600,000 bbls., unless supplemented by imports, might lead to a tight market.

COCONUT OIL.—Buyers and sellers were apart and trade was quiet at New York. Sellers were asking 3½c while bids were ¾ to ¼c under that level. On the Pacific Coast the market was quoted at 3½c.

CORN OIL.—Offerings continued light, but demand was quiet and the market at New York was 8c nominal.

SOYA BEAN OIL.—Buying power was reported limited at New York. Prices were quoted on a basis of 6.15c, Midwestern points.

PALM OIL.—Arrivals took care of current demand and there was little new business. However, offerings are not pressing. At New York, Nigre was quoted at 3½c and Sumatra oil at 3½c in tanks.

PALM KERNEL OIL.—A quiet and featureless market was noted at New York. Oil was quoted at 4¼c.

OLIVE OIL FOOTS.—Demand was moderate at New York. Nearby was quoted at 7¼@7½c and forward at 7¼@7½c.

PEANUT OIL.—Offerings were again limited and the market was called 7½c nominal.

Trading in peanut futures was inaugurated on the New York Produce

exchange. Fourteen lots changed hands on Tuesday with May selling at 6.35@6.36; July, 6.47; September, 6.50, and December, 6.00. On Wednesday the turnover was 14 lots with May selling at 6.36@6.33 and July 6.47.

COTTONSEED OIL.—Valley and Southeast crude were quoted on Thursday at 7c paid and bid; Texas, 6½c paid at common points, Dallas, 7c nominal.

Market transactions at New York:

Friday, March 11, 1938

Sales.	Range		Closing	
	High.	Low.	Bid.	Asked.
Mar.	3	835	834	835 a trad
April . . . . .	...	...	...	825 a nom
May	31	824	819	824 a trad
June . . . . .	...	...	...	825 a nom
July	53	825	820	824 a 23tr
Aug. . . . .	...	...	...	825 a nom
Sept.	37	831	826	830 a 28tr
Oct.	6	828	826	827 a 829

Saturday, March 12, 1938

Mar.	6	850	843	835 a 845
April . . . . .	...	...	...	830 a nom
May	28	836	825	827 a trad
June . . . . .	...	...	...	827 a nom
July	43	835	827	827 a trad
Aug. . . . .	...	...	...	830 a nom
Sept.	43	837	832	833 a 32tr
Oct.	9	833	831	832 a trad

Monday, March 14, 1938

Mar.	10	842	817	835 a trad
April . . . . .	...	...	...	830 a nom
May	30	829	817	818 a trad
June . . . . .	...	...	...	818 a nom
July	36	830	819	820 a trad
Aug. . . . .	...	...	...	820 a nom
Sept.	63	837	823	823 a 824
Oct.	9	835	822	822 a 824

Tuesday, March 15, 1938

Mar.	23	849	835	848 a 849
April . . . . .	...	...	...	835 a nom
May	22	835	820	835 a trad
June . . . . .	...	...	...	835 a nom
July	47	834	820	834 a trad
Aug. . . . .	...	...	...	834 a nom
Sept.	33	838	825	837 a 839
Oct.	8	835	830	835 a trad

Wednesday, March 16, 1938

April . . . . .	...	...	...	825 a nom
May	32	836	825	827 a 26tr
June . . . . .	...	...	...	826 a nom
July	36	834	825	825 a trad
Aug. . . . .	...	...	...	825 a nom
Sept.	48	837	829	828 a 830
Oct.	10	834	830	830 a trad
Nov. . . . .	...	...	...	827 a nom

Thursday, March 17, 1938

May	824	822	823 a 826
July	825	821	822 a 823
Sept.	831	825	826 a 828
Oct.	832	827	825 a 827

Sales, 73 contracts.

(See page 43 for later markets.)

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., March 17, 1938.—Cotton oil futures and crude oil were practically 7c lb., the same as a week ago, which, in face of European news, indicates steady to firm undertone. Mills show no disposition to press selling side or reduce price on easy option markets. Bleachable offerings light, with better inquiry. Soapstock barely steady, nearby positions. Regardless of occasional corrections in future markets, the long pull should see higher price levels, especially when crop encounters bad weather during planting period and important growing season.

Dallas

(Special Wire to The National Provisioner.)

Dallas, Texas, March 17, 1938.—Forty-three per cent cottonseed cake and meal, Dallas basis, for interstate shipments, \$22. Prime cottonseed oil 6½@7c.

HIDES AND SKINS

WEEKLY MARKET REVIEW

Chicago

PACKER HIDES.—The week was marked by a total absence of trading so far in the packer hide market. There was some buying interest early in the week on the part of exchange operators but the generally disturbed condition of all security and commodity markets due to unfavorable political conditions in Europe was reflected in the hide futures market, which sold off about 40 points. The decline, while moderate, was sufficient to dry up trader interest in the spot market.

Tanner interest also slowed up, due to a disappointingly slow demand for leather; some report a fair trade but demand has been spotty, and it has been difficult to secure any advance in finished stock.

Packers moved a good part of their earlier holdings in recent weeks and, while present stocks are estimated around 1,200,000 hides, these are mostly Dec. forward take-off, with possibly some Oct.-Nov. on slow moving descriptions such as light Texas steers. Any increased activity in leather would necessitate tanners' buying of cured hides for quick shipment, as undoubtedly some still have very low supplies of raw stock on hand, so that packers are not alarmed at the idea of carrying these winter hides.

The market is in a waiting position, pending resumption of activity by tanners. Meanwhile, hides are available at steady prices. Native steers last sold at 11c for prior to Nov. take-off and 10½c would probably be accepted for winter natives. Extreme light native steers last sold at 9c, with 9½c usually asked. Branded steers last sold at 10½c for butt branded and heavy Texas steers and 10c for Colorados, Dec.-Jan. take-off; last sale of Nov.-Dec. light Texas steers was at 9½c. Extreme light Texas steers quotable at 8½c.

Heavy native cows last sold at 8½c for Jan. forward. Last sales of light native cows were at 9c for Sept. to Dec., and 8½c for Jan. forward. Nov.-Dec. branded cows last moved at 8½c.

Packer native bulls last sold at 7½c, dating June to Jan.

OUTSIDE SMALL PACKER HIDES.—Tanner buyers have shown less interest in outside small packer productions and offerings basis 8c, selected, f.o.b. nearby points, or 8½c del'd Chicago, for Dec.-Jan.-Feb. hides are available and unsold, although this figure was paid previous week. Some killers hold hides dating from late summer forward but are not putting a price on these at the moment in the absence of any interest.

PACIFIC COAST.—The Coast market was quiet and dull. Several packers sold Jan.-Feb. hides couple weeks back

at 8½c for steers and 7c for cows, flat, f.o.b. shipping points, but no bids reported in that market late this week.

FOREIGN WET SALTED HIDES.

—Trading very light so far in South American market but prices show an easier trend, with final sales at ¼c under price paid last week. A small lot of 1,500 Argentine steers moved at end of last week at 74 pesos, equal to 12½c, c.i.f. New York, as against 75 pesos or 127½c paid earlier. One lot of 2,000 and another lot of 3,000 LaPlatas were reported early this week at 74½ pesos or about 12.30. Later, Europe bought 5,000 Smithfield steers at 71 pesos or 117½c.

LATER: 8,000 Anglo steers sold to the States at 70 pesos, equal to 11½c c.i.f. New York.

COUNTRY HIDES.—Trading turned very slow in country hides and, while bids are generally lacking, buyers' ideas are lower. All-weights are generally quoted in a nominal way 6¼@7c, selected, del'd Chicago, for trimmed stock, or 6½@6¾c for untrimmed, top for light average hides. Heavy steers and cows are offered at 6½c, flat, last trading price. Buff weights continue very slow and offered at 7c, selected, for trimmed stock. Good trimmed extremes are offered at 8c, selected, with very little interest. The spread between country extremes and packer light cows had narrowed in anticipation of a further advance on the latter, which did not materialize this week. Bulls quoted 5¼@5½c flat. All-weight branded hides 5½@6c flat.

CALFSKINS.—Packers are in a closely sold up position on calfskins, practically all skins prior to March 1st having moved previous week at 14½c for northern heavies 9½/15 lb., with Detroit, Cleveland and Evansville heavies bringing 15c or the usual premium; River point heavies sold at 13½c, and all lights under 9½ lb. at 15½c. One packer still holds a car or so of Feb. heavy calf, having declined these prices last week.

City calfskins were quiet and started the week fairly firm, with last trading prices of 13c for 8/10 lb. and 12c for 10/15 lb. bid; collectors were asking ¼c more early but the bids apparently were not renewed late in the week. Outside cities, 8/15 lb., are quoted around 12@12½c nom. Straight countries 9¼@9½c flat. Collectors asked \$1.00 early in week for city light calf and deacons and declined bids of 92½c, but bids not in evidence later.

KIPSKINS.—Packers still have their Feb. production of kipskins, awaiting some interest on the part of buyers; demand has been slow, although Feb. production reported to have been comparatively small. Last trading in Jan.

hips was basis 11c for northern natives, 10c for northern over-weights, south-erns a cent less, and brands at 8½c.

Bids of 9@9½c were still available early this week for city kipskins, with collectors, offering at 9½c, but interest cooled off late in the week. Outside cities are quoted nominally around 9c; straight countries 7½@8c flat.

Packers are sold up on regular slunks, with 70c last paid for Feb. skins.

HORSEHIDES.—Light scattered trade early in horsehides, usually in a range of \$2.85@2.95 for good city renderers with full manes and tails, selected, f.o.b. nearby points; ordinary trimmed renderers quoted \$2.50@2.75 del'd Chgo.; mixed city and country lots \$2.10@2.30, Chicago.

SHEEPSKINS.—Dry pelts are salable at 10c per lb., del'd Chicago, but not obtainable at this figure; market only nominal. Shearling production will be under way within the next week or so and trading still very light, with a variety of prices quoted. One packer reported sales early in week of 1,000 No. 1's at 60c and 2,400 No. 2's at 45c, and sales of No. 3's or clips were reported in another direction at 22½c and 17½c; others quote No. 1's nominally 55@60c, No. 2's 35@45c, and clips 20@25c. Pickled skins continue quiet locally and offered at \$2.50 per doz., with some interest reported slightly under this figure; sales reported to have been made in the East at \$2.50@2.70 recently. Some activity reported under way late this week on March outside packer wool pelts and \$1.47½ per cwt. live lamb reported to have been paid; last sales on Feb. pelts had been at \$1.40@1.45 per cwt.

New York

PACKER HIDES.—Market quiet, with last trading at 10½c for Feb. native and butt branded steers and 10c for Feb. Colorados; late summer native steers last sold at 11½c. One packer reported still holding Feb. branded steers; another holds Nov. forward natives and third still has April natives and also Sept. forward, having moved summer natives earlier.

CALFSKINS.—Market fairly active at steady prices for heavy calfskins and advance of 5c paid on light end; total sales of 35,000 to 40,000 collector and packer calf reported. Collectors sold 5-7's at \$1.15, or 5c advance, and 7-9's at \$1.35, steady; 9-12's quoted around \$2.25 nom. Packers sold 7-9's at \$1.55 and 9-12's at \$2.50, both steady prices.

N. Y. HIDE FUTURE MARKETS

Saturday, Mar. 12, 1938—Close: Mar. 9.20 b; June 9.42 sale; Sept. 9.75@9.76 sales; Dec. 10.05 b; Mar. (1939) 10.35 n; sales 81 lots. Closing unchanged to 3 higher.

Monday, Mar. 14, 1938—Close: Mar. 9.19 n; June 9.44 sale; Sept. 9.74 sale; Dec. 10.05 n; Mar. (1939) 10.35 n;

sales 55 lots. Closing 1 lower to 2 higher.

Tuesday, Mar. 15, 1938—Close: Mar. 9.35 sale; June 9.52@9.55; Sept. 9.82@9.83 sales; Dec. 10.12 n; Mar. (1939) 10.43 n; sales 106 lots. Closing 7@16 higher.

Wednesday, Mar. 16, 1938—Close: Mar. 9.08@9.18; June 9.35 sale; Sept. 9.65@9.67 sales; Dec. 9.95 n; Mar. (1939) 10.26 n; sales 131 lots. Closing 17@27 lower.

Thursday, Mar. 17, 1938—Close: Mar. 8.80 n; June 9.02@9.05 sales; Sept. 9.35 sale; Dec. 9.65 sale; Mar. (1939) 9.95 n; sales 208 lots. Closing 28@33 lower.

Friday, March 18, 1938.—Close: Mar. 8.68 n; June 8.95@8.98; Sept. 9.22 sale; Dec. 9.55 b; Mar. 1939, 9.85 n; sales 175 lots. Closing 7@13 lower.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended March 18, 1938, with comparisons:

PACKER HIDES.			
	Week ended Mar. 18.	Prev. week.	Cor. week, 1937.
Spr. nat. str. 10½@11n	10½@11n	10½@11n	17½@17½n
Hvy. nat. str.	10½@11	10½@11	@17
Hvy. Tex. str.	@10½	@10½	@17
Hvy. butt brnd'd str.	@10½	@10½	@17
Hvy. Col. str.	@10	@10	@16½
Ex-light Tex. str.	@8½	@8½	@15½
Brnd'd cows.	@8½	@8½	@15½
Hvy. nat. cows	@8½	@8½	@16n
Lt. nat. cows	@9	@9	@16n
Nat. bulls.	@7½	@7½	@13
Brnd'd bulls.	@6½	@6½	@12
Calfskins	13½@15½	13½@15½	20@28
Kips, nat.	@11	@11	18½@19n
Kips, or-wt.	@10	@10	@18
Kips, brnd'd.	@8½	@8½	@17n
Slunks, reg.	@70	@70	@140
Slunks, hris.	30@35	30@35	55@60

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts.	7½@8½	7½@8½	15@16
Branded	7½@8½	7½@8½	14½@15½
Nat. bulls.	6@6½	6@6½	11@11½
Brnd'd bulls.	5½@6	5½@6	10@10½
Calfskins	12@13	12@13	24½@26
Kips	9½@9½	9½@9½	@17
Slunks, reg.	60@65n	60@65n	1.15@1.25n
Slunks, hris.	25@30n	25@30n	45@50n

COUNTRY HIDES.

Hvy. steers	@6½	@6½	@12½
Hvy. cows	@6½	@6½	@12½
Butts	@7ax	7@7½	13½@13½
Extremes	@8ax	8@8½	15@15½
Bulls	5½@5½	5½@5½	10½@10½
Calfskins	9½@9½	9½@9½	18@19
Kips	7½@8	7½@8	14½@15
Light calf	55@65n	55@65n	1.25@1.50n
Deacons	55@65n	55@65n	1.25@1.50n
Slunks, reg.	25@40	25@40	90@100n
Slunks, hris.	10@15n	10@15n	15@25n
Horsehides	2.10@2.95	2.10@3.00	4.55@5.90

SHEEPSKINS.

Pkr. lambs		2.60@2.85	
Sm. pkr. lambs		2.20@2.25	
Pkr. shearings	55@60	60@65n	@1.50
Dry pelts	10@10½n	10@10½n	21@22

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to March 18, 1938: To the United Kingdom, 132,741 quarters; to the Continent, 85,385. Last week to United Kingdom, 133,500 quarters; to the Continent, 1,580.

Week Ending March 19, 1938

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products were irregular during the latter part of the week with steadier undertone; war fears and erratic movement in grains were factors. Hedge pressure on lard was tighter, hog run moderate, and cash trade fair. Top hogs at Chicago, \$9.60.

Cottonseed Oil

Cotton oil was quieter and about steady in mixed trade; developments awaited. War news having no influence. Cash trade very moderate. Crude, 7c lb. Hedge selling light, professional sentiment mixed.

Quotations on bleachable cottonseed oil at close of market on Friday were: May 8.20@8.22; July 8.19; Sept. 8.23; Oct. 8.22@8.24. Sales 72 lots. Tone steady.

Tallow

Extra tallow offered at 5½c lb., delivered and 5½c lb., f.o.b.

Stearine

Stearine, 7c sales.

Friday's Lard Markets

New York, March 18, 1938.—Prices are for export. Lard, prime Western, \$9.45@9.55; middle Western, \$9.45@9.55; city, 9c; refined Continent, 9½c; South American, 9½c; Brazil kegs, 9½c; shortening, 10½c in carlots.

PREMIUM HAM IMPROVED

An improvement in Swift's Premium ham, which is described as making it "tender as plump spring chicken", has been announced by Swift & Company. It is pointed out that the importance of this accomplishment is that "spring chicken tenderness" has been achieved without lessening in any way the distinctive Premium flavor, firmness and texture.

To emphasize the improvement, a new and more colorful wrapper, thoroughly modernized, is being used. An unusually large number of dealer helps are being made available to dealers and extensive advertising is appearing in consumer publications, all for the Easter ham trade.

MEAT AND LARD EXPORTS

Exports of pork, bacon and lard through port of New York during week ended March 18, 1938, totaled 35 bbls. pork, 793,330 lbs. of lard and 1,886,040 lbs. of bacon.

BRITISH PROVISION MARKETS

Liverpool, March 17, 1938.—General provision market steady; fair demand for hams; lard quiet.

Friday's prices were: Hams, American cut, 89s; ham, long cut, exhausted; Liverpool shoulders, square, unquoted; picnics, unquoted; short backs, unquoted; bellies, English, 71s, Wiltshires, unquoted; Cumberlands, 69s; Canadian Wiltshires, 80s; Canadian Cumberlands, 81s; spot lard, 51s.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended March 12, 1938, were 6,208,000 lbs.; previous week, 4,671,000 lbs.; same week last year, 6,578,000 lbs.; from January 1 to March 12 this year, 43,564,000 lbs.; for the same period one year ago, 68,855,000 lbs.

Shipments of hides from Chicago for the week ended March 12, 1938, were 5,123,000 lbs.; previous week, 4,349,000 lbs.; same week last year 6,283,000 lbs.; from January 1 to March 12 this year, 42,119,000 lbs.; same period a year ago, 52,504,000 lbs.

GERMAN HOGS AND LARD

Top hogs at Berlin were quoted at \$17.23 per cwt. during the week of March 2, 1938; at \$17.23 per cwt. for the week ended February 23, 1938, and at \$16.79 the week of March 3, 1937. Lard in tierces at Hamburg was quoted at \$11.24 per cwt., \$10.98 the previous week and \$13.91 a year earlier.

CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for week ended March 12, 1938, were:

	Week Mar. 12.	Previous week.	Same week '37.
Cured Meats, lbs.	16,285,000	15,072,000	13,022,000
Fresh Meats, lbs.	42,541,000	51,856,000	45,870,000
Lard, lbs.	1,735,000	1,697,000	1,165,000

CANNED MEAT EXPORTS

Exports during January, 1938 were:

Exports	Quantity, lbs.	Value.
Canned beef	218,688	\$ 76,531
Canned pork	719,889	280,090
Canned sausage	97,093	26,315
Other canned meats	97,457	50,569
Total	1,133,127	\$412,905

LARD AND GREASE EXPORTS

Exports of lard from New York City, week of March 12, 1938, totaled 857,451 lbs.; greases 153,200 lbs.; stearine none; tallow none.

LIVE STOCK MARKETS

WEEKLY REVIEW

FIGHT *Lower Duty*

Further reductions in duties on livestock or livestock products in negotiating a new reciprocal trade agreement with Canada, and any increase in existing cattle import quotas, are opposed by the American National Live Stock Association, according to a brief filed with the Committee for Reciprocity Information. Present duties on cattle and cattle products, the brief declared, are insufficient for adequate protection of American cattle producers.

Pointing out that imports of cattle and cattle products on a dressed weight basis totaled 336,366,000 lbs. for 1937, far exceeding receipts for any year since imposition of the Smoot-Hawley tariff, the brief stated that the livestock industry has found it difficult to adjust itself to constant fluctuations in business conditions, and that the tariff has acted as a shock absorber.

The producers' protest said that current demand is insufficient to absorb relatively moderate offerings except at ruinous prices and that cattle feeders are now losing millions. It predicted that this would have an adverse effect on later prices to range producers.

The brief contended that any lowering of the tariff and stimulation of imports would have an adverse effect on domestic values out of all proportion to the actual number of animals received. It urged that present quotas be rearranged so that there would be monthly rather than yearly control over cattle imports for "the benefit of Canadian and American producers."

Pointing out that during 1936, over 55 per cent of the quota on cattle weighing over 700 lbs. was filled in April, May and June, the brief declared that an advance of 50 to 75 cents in present prices might stimulate imports in excess of the current small volume and bring a disastrous break in the market.

LIVESTOCK COST AND YIELD

Packers paid \$144,000,000 for livestock slaughtered under federal inspection during January, 1938, compared with \$156,000,000 in the same month of 1937 and \$113,000,000 for the 5-year-January-average. Meat produced in January this year totaled 1,259,000,000 lbs. compared with 1,109,000,000 in January a year ago and a 5-year-average of 1,188,000,000 lbs. Lard production in January of this year totaled 127,000,000 lbs., 90,000,000 last January and 126,000,000 lbs. for the 5-year-average. Average dressed weight of cattle, hogs and sheep was heavier than a year ago and calves a fraction less. Dressing percentage was higher in all cases.

FEWER HOGS IN DENMARK

Denmark, foremost pork supplier to Great Britain, had only 2,704,000 head of hogs on December 31, 1937, compared with 2,981,000 on November 20, and 3,516,000 on November 21, 1936. There were sharp decreases in breeding sow, slaughter pig and light pig numbers compared with a year previous. Shortage is believed due to high grain prices in 1937, and the fact that many young sows were sold.

TRUCKED-IN LIVESTOCK

During the first two months of 1938 nearly 4,000,000 head of meat animals were brought to the 13 large markets by truck. This included 891,432 cattle, 335,649 calves, 2,164,800 hogs and 585,264 sheep, a total of 3,987,135 head. In the first two months of 1937 the number marketed by truck totaled 3,871,880 head, of which 851,095 were cattle, 379,654 calves, 2,008,793 hogs and 632,938 sheep.

ST. PAUL YARDS 50 YRS. OLD

Fifty years of operation of the St. Paul Union Stockyards, South St. Paul, Minn., are summarized in the annual report of the yards for 1937. Largest number of cattle and calves ever received was in 1934, when many government drought animals were sent to this point. More hogs were received at this market in 1924 than in any other year and the record for sheep receipts was made in 1931.

Trucks played an important part in the marketing of livestock at this point, bringing more than half of the cattle, four-fifths of the calves, seven-eighths of the hogs and more than one-half of the sheep and lambs.

Receipts in 1937 included 930,246 cattle, 596,108 calves, 1,590,607 hogs and 1,290,319 sheep and lambs. These animals originated in 20 states and were purchased for local slaughter and for shipment to 31 states. Some idea of the competition for animals at this market is shown by purchases made during the past year by 5 packers operating at South St. Paul, 17 Minnesota packers and butchers, 79 packers located out of the state and 71 dealer firms and country buyers.

NEW YORK LIVESTOCK

Receipts week ended March 12:

	Cattle	Calves	Hogs	Sheep
Jersey City	4,518	7,755	2,210	30,758
Central Union	1,911	893	.....	7,028
New York	306	2,259	14,574	10,130
Total	6,735	10,907	16,784	47,916
Last week	6,958	13,275	24,377	47,249
Two weeks ago	6,900	11,785	24,529	55,985

INDIANAPOLIS HOGS HEAVIER

Hogs sold at Indianapolis during the week ended March 5, 1938, averaged 229 lbs. in weight. This compares with 216 lbs. in the week ended February 26.



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CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., March 17, 1938.—At 20 concentration points and 10 packing plants in Iowa and Minnesota receipts first four days of week were much lighter than a week and year ago, and the smallest since late September. Trade undertone was strong during the week. Market, compared with last Saturday, was mostly steady on butchers; instances 5c higher. Packing sows were largely 5@10c, spots 15c higher. Current prices, good to choice, 180-220-lb., \$9.10@9.25, mostly \$9.20@9.25 at present. Strictly choice to \$9.35 freely; 220-250-lb., \$9.05@9.20; 250-270-lb., \$9.00@9.10; 270-290-lb., \$8.80@9.00; 290-350-lb., \$8.60@8.90; 160-180-lb., \$8.70@9.15. Sows 350-lb. down, \$7.90@8.10, few \$8.20; bulk 350-550-lb. averages, \$7.45@7.90.

Receipts for the week ended Thursday, March 17, 1938, are as follows:

	This week.	Last week.
Friday, March 11.....	8,700	22,200
Saturday, March 12.....	12,200	13,700
Monday, March 14.....	25,400	24,600
Tuesday, March 15.....	15,900	12,900
Wednesday, March 16.....	7,300	20,600
Thursday, March 17.....	6,100	17,000

CANADIAN LIVESTOCK PRICES

STEERS.			
Top Prices	Week ended March 10.	Last week.	Same week 1937.
Toronto.....	\$6.50	\$6.35	\$8.25
Montreal.....	6.35	6.00	7.50
Winnipeg.....	5.75	5.50	8.00
Calgary.....	5.00	4.50	7.00
Edmonton.....	4.75	4.50	7.00
Prince Albert.....	3.75	4.00	5.00
Moose Jaw.....	5.00	4.50	6.00
Saskatoon.....	4.75	4.75	5.50

VEAL CALVES.			
Toronto.....	\$10.50	\$10.50	\$10.00
Montreal.....	9.50	10.00	8.00
Winnipeg.....	8.00	8.50	7.00
Calgary.....	8.00	8.00	8.00
Edmonton.....	7.50	7.50	7.50
Prince Albert.....	6.00	6.75	6.25
Moose Jaw.....	7.50	8.00	6.25

SELECT BACON HOGS.			
Toronto.....	\$ 9.60	\$ 9.75	\$8.25
Montreal (1).....	10.50	10.25	8.40
Winnipeg (1).....	9.65	9.25	8.00
Calgary.....	9.15	9.00	7.55
Edmonton.....	9.10	8.90	7.60
Prince Albert.....	9.40	9.00	7.75
Moose Jaw.....	9.50	9.10	7.75
Saskatoon.....	9.40	9.00	7.75

(1) Montreal and Winnipeg hogs sold on a "fed and watered" basis. All others "off trucks."

GOOD LAMBS.			
Toronto.....	\$9.25	\$9.00	\$10.00
Montreal.....	8.50	7.50	9.50
Winnipeg.....	7.75	7.50	8.50
Calgary.....	7.35	6.85	7.75
Edmonton.....	7.50	6.85	8.25
Prince Albert.....	.....	.....	.....
Moose Jaw.....	.....	.....	8.00
Saskatoon.....	.....	.....	.....

U. S. INSPECTED HOG KILL

At 8 points for the week ended March 11, 1938:

	Week ended Mar. 11.	Prev. week.	Cor. 1937.
Chicago.....	62,190	60,133	90,393
Kansas City, Kansas.....	14,370	19,595	26,248
Omaha.....	12,605	17,141	20,136
St. Louis & East St. Louis.....	35,583	42,990	55,237
St. Joseph.....	10,543	14,754	12,572
St. Paul.....	4,487	9,697	11,079
St. Paul.....	20,477	27,169	32,654
N. Y., Newark and J. C.....	37,598	39,963	41,134
Total.....	187,823	231,442	280,353

Week Ending March 19, 1938

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, March 17, 1938, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded).	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
BARROWS AND GILTS.					
Good-choice:					
140-160 lbs.....	\$ 9.35@ 9.65	\$ 8.90@ 9.25	\$ 9.00@ 9.25	\$ 9.00@ 9.25	\$ 9.15@ 9.35
160-180 lbs.....	9.50@ 9.70	9.10@ 9.50	9.10@ 9.35	9.10@ 9.35	9.15@ 9.35
180-200 lbs.....	9.55@ 9.75	9.35@ 9.50	9.25@ 9.35	9.15@ 9.35	9.15@ 9.35
200-220 lbs.....	9.60@ 9.80	9.35@ 9.50	9.25@ 9.35	9.20@ 9.35	9.10@ 9.35
220-250 lbs.....	9.50@ 9.75	9.15@ 9.50	9.20@ 9.35	9.10@ 9.35	8.90@ 9.15
250-290 lbs.....	9.40@ 9.65	8.85@ 9.35	9.15@ 9.25	9.00@ 9.30	8.75@ 8.95
290-350 lbs.....	9.30@ 9.50	8.70@ 9.00	9.00@ 9.25	8.75@ 9.15	8.40@ 8.75
Medium:					
140-160 lbs.....	8.85@ 9.35	8.10@ 9.00	8.75@ 9.00	.....	8.85@ 9.15
160-180 lbs.....	9.00@ 9.50	8.50@ 9.30	8.90@ 9.10	.....	8.85@ 9.15
180-200 lbs.....	9.10@ 9.55	8.75@ 9.30	9.10@ 9.25	.....	8.85@ 9.15
PACKING SOWS:					
Good:					
275-350 lbs.....	8.40@ 8.65	8.10@ 8.25	8.25@ 8.50	8.00@ 8.25	8.00@ 8.15
350-425 lbs.....	8.30@ 8.50	8.00@ 8.20	8.15@ 8.50	7.75@ 8.10	7.90@ 8.10
425-550 lbs.....	8.15@ 8.40	7.85@ 8.15	8.15@ 8.25	7.65@ 8.00	7.90@ 8.00
Medium, 275-550 lbs.....	7.85@ 8.40	7.60@ 8.00	.....	.....	.....
SLAUGHTER PIGS:					
Good-choice, 100-140 lbs.....					
Medium, 100-140 lbs.....	8.75@ 9.50	8.00@ 8.75	.....	8.75@ 9.35	9.25@ 9.50
.....	8.00@ 9.35	7.50@ 8.50	.....	.....	.....
Slaughter Cattle, Calves and Vealers:					
STEERS, choice:					
750-900 lbs.....	8.50@ 9.75	8.25@ 9.25	.....	8.35@ 9.50	.....
900-1100 lbs.....	9.00@ 10.00	8.75@ 9.50	8.75@ 9.50	8.60@ 9.50	8.50@ 9.40
1100-1300 lbs.....	9.25@ 10.25	8.75@ 9.75	9.00@ 9.75	8.85@ 9.65	8.65@ 9.50
1300-1500 lbs.....	9.25@ 10.25	.....	9.00@ 9.75	9.00@ 9.65	8.95@ 9.50
STEERS, good:					
750-900 lbs.....	8.00@ 9.00	7.50@ 8.75	7.75@ 8.75	7.60@ 8.60	7.50@ 8.50
900-1100 lbs.....	8.25@ 9.25	7.75@ 8.75	8.00@ 9.00	7.85@ 8.85	7.65@ 8.65
1100-1300 lbs.....	8.50@ 9.25	8.00@ 8.75	8.00@ 9.00	7.85@ 8.85	7.75@ 8.85
1300-1500 lbs.....	8.50@ 9.50	8.00@ 8.75	8.25@ 9.00	8.00@ 9.00	7.75@ 8.85
STEERS, medium:					
750-1100 lbs.....	7.25@ 8.25	7.00@ 8.00	7.00@ 8.00	7.00@ 7.85	6.50@ 7.75
1100-1300 lbs.....	7.75@ 8.50	7.00@ 8.00	7.25@ 8.25	7.50@ 8.00	7.00@ 8.00
STEERS, common:					
750-1100 lbs.....	6.50@ 7.50	6.25@ 7.25	6.25@ 7.25	6.00@ 7.50	5.75@ 7.00
STEERS AND HEIFERS:					
Choice, 550-750 lbs.....					
Good, 550-750 lbs.....	8.50@ 9.75	8.25@ 8.75	7.75@ 8.75	8.00@ 9.00	7.65@ 8.65
.....	7.75@ 8.50	7.25@ 8.25	7.00@ 7.75	7.25@ 8.00	6.85@ 8.15
HEIFERS:					
Choice, 750-900 lbs.....					
Good, 750-900 lbs.....	8.75@ 9.50	8.00@ 8.75	7.75@ 8.75	7.85@ 8.75	7.75@ 8.25
Good, 750-900 lbs.....	8.00@ 8.75	7.00@ 8.25	7.00@ 7.75	7.00@ 8.00	7.00@ 7.75
Medium, 550-900 lbs.....	7.25@ 8.00	6.50@ 7.25	6.25@ 7.00	6.25@ 7.25	6.25@ 7.00
Common, 550-900 lbs.....	6.25@ 7.25	.....	5.25@ 6.25	5.25@ 6.25	5.25@ 6.25
COWS, all weights:					
Choice.....					
Good.....	6.65@ 7.25	.....	6.50@ 7.00	.....	.....
Good.....	6.15@ 6.65	6.25@ 6.75	5.75@ 6.50	6.00@ 6.75	6.00@ 6.65
Medium.....	5.75@ 6.15	5.75@ 6.25	5.25@ 5.75	5.25@ 6.00	5.50@ 6.00
Common.....	5.25@ 5.75	5.00@ 5.25	5.00@ 5.25	5.00@ 5.25	5.00@ 5.50
Low cutter and cutter.....	4.25@ 5.25	4.00@ 5.25	4.00@ 5.00	3.75@ 5.00	3.50@ 5.00
BULLS, yearlings, excluded:					
All weights:					
Good.....	6.25@ 6.75	6.25@ 6.75	6.00@ 6.50	6.25@ 6.65	6.00@ 6.25
Medium.....	6.00@ 6.75	5.75@ 6.65	5.50@ 6.25	5.50@ 6.25	5.50@ 6.00
Cutter and common.....	5.25@ 6.00	4.75@ 5.75	4.50@ 5.50	4.75@ 5.75	4.50@ 5.50
VEALERS (all weights):					
Choice.....					
Good.....	8.50@ 10.75	11.00 only	9.00@ 11.00	10.00@ 10.50	8.50@ 9.50
Good.....	7.50@ 9.00	9.75@ 11.00	8.00@ 9.00	8.00@ 10.00	7.00@ 8.50
Medium.....	6.00@ 8.00	8.50@ 9.75	6.00@ 8.00	6.00@ 8.00	6.00@ 7.00
Cull and common.....	5.00@ 7.00	5.00@ 8.50	4.00@ 6.00	5.00@ 6.00	3.50@ 6.00
CALVES, 250-400 lbs.:					
Choice.....					
Good.....	7.00@ 8.00	7.25@ 8.25	7.00@ 8.50	7.25@ 8.00	7.50@ 8.50
Good.....	6.00@ 7.00	6.50@ 7.25	6.00@ 7.00	6.50@ 7.25	6.30@ 7.00
Medium.....	5.50@ 6.50	5.75@ 6.50	5.00@ 6.00	5.75@ 6.50	5.25@ 7.00
Common.....	5.00@ 5.50	5.00@ 5.75	4.00@ 5.00	5.00@ 5.75	4.50@ 5.50
Slaughter Lambs and Sheep:					
LAMBS:					
Choice.....					
Good.....	8.90@ 9.25	9.25@ 9.75	8.50@ 8.75	8.75@ 9.00	8.50@ 8.85
Good.....	8.00@ 8.90	8.60@ 9.25	8.00@ 8.50	8.25@ 8.75	8.00@ 8.50
Medium.....	7.25@ 8.00	7.50@ 8.60	7.25@ 8.00	7.50@ 8.25	7.25@ 8.00
Common (plain).....	6.50@ 7.25	6.75@ 7.50	6.50@ 7.25	6.50@ 7.50	6.25@ 7.25
EWES:					
Good-choice.....					
Medium to common.....	4.85@ 5.65	4.25@ 5.00	3.75@ 5.10	4.00@ 5.15	4.25@ 5.15
.....	2.75@ 4.65	2.50@ 4.25	2.50@ 3.75	2.25@ 4.00	3.00@ 4.25

LIVESTOCK AT 68 MARKETS

Movement during February, 1938.

	Receipts.	Local slaughter.	Shipments.
Feb., 1938.....	891,786	577,673	312,607
Feb., 1937.....	898,675	595,494	298,559
Feb. av. 5 yrs.....	911,841	579,886	321,719
CALVES.			
Feb., 1938.....	418,691	285,387	130,794

Feb., 1937.....	444,399	322,199	119,884
Feb. av. 5 yrs.....	424,977	299,715	125,702

HOGS.			
Feb., 1938.....	1,961,063	1,331,315	625,654
Feb., 1937.....	2,084,350	1,454,680	626,747
Feb. av. 5 yrs.....	2,230,387	1,523,415	706,888

SHEEP AND LAMBS.			
Feb., 1938.....	1,712,756	1,067,817	663,363
Feb., 1937.....	1,590,923	935,930	637,872
Feb. av. 5 yrs.....	1,599,303	981,471	667,856

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, March 12, 1938, as reported to THE NATIONAL PROVISIONER:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Company.....	6,372	579	22,944
Swift & Company.....	2,587	162	10,394
Wilson & Co.....	4,377	2,123	9,239
Anglo-Amer. Prov. Co.....	1,880		
G. H. Hammond Co.....	9,859	10,221	12,160
Others.....	5,884	25,053	4,743
Brennan Packing Co., 750 hogs; Western Packing Co., Inc., 1,545 hogs; Agar Packing Co., 5,269 hogs.			
Total.....	33,939	6,159	44,005
Not including 1,396 cattle, 605 calves, 21,553 hogs and 15,085 sheep bought direct.			

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company.....	2,979	735	688	4,222
Cudahy Pkg. Co.....	1,524	592	550	4,848
Swift & Company.....	1,192	609	690	3,925
Wilson & Co.....	1,481	511	555	3,825
Indep. Pkg. Co.....			137	
M. Kornblum Pkg. Co.....	1,133			
Others.....	1,177	123	807	54
Total.....	19,255	123	946	2,066
Not including 10,811 cattle, 2,694 calves, 4,883 hogs and 10,291 sheep bought direct.				

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Company.....	4,676	2,308	5,292
Swift & Company.....	3,549	1,330	5,801
Cudahy Pkg. Co.....	2,292	1,898	6,846
Dold Pkg. Co.....	14		
Others.....	8,502	8,673	
Cattle and calves: Eagle Pkg. Co., 40; Greater Omaha Pkg. Co., 136; Geo. Hoffmann, 62; Lewis Pkg. Co., 961; Nebraska Beef Co., 441; Omaha Pkg. Co., 136; John Roth & Son, 123; South Omaha Pkg. Co., 158; Lincoln Pkg. Co., 384; Wilson & Co., 1,411.			
Total.....	15,296		14,717
Not including 2,885 hogs and 915 sheep bought direct.			

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company.....	2,047	1,219	8,002	1,800
Swift & Company.....	1,913	1,372	2,839	1,475
Hunter Pkg. Co.....	1,599	584	2,504	123
Heil Pkg. Co.....		1,903		
Krey Pkg. Co.....		1,854		
Laclede Pkg. Co.....		2,175		
Siehoff Pkg. Co.....		1,386		
Shippers.....	2,803	4,240	11,838	822
Others.....	1,637	485	2,748	419
Total.....	10,019	7,000	30,240	4,639
Not including 1,379 cattle, 3,160 calves, 20,251 hogs and 1,309 sheep bought direct.				

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Company.....	1,238	427	2,935	16,228
Armour and Company.....	1,468	389	1,729	7,038
Others.....	1,340	75	1,034	1,386
Total.....	3,946	891	5,692	24,602
Not including 714 hogs bought direct.				

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.....	2,354	200	8,548	4,366
Armour and Company.....	2,394	98	8,216	2,994
Swift & Company.....	1,618	131	1,763	3,401
Shippers.....	3,102	80	5,735	1,501
Others.....	519	10	79	2
Total.....	9,787	525	14,341	12,264

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company.....	1,821	1,067	3,059	1,164
Wilson & Co.....	1,913	1,160	3,051	1,297
Others.....	354	30	780	1
Total.....	4,088	2,257	6,890	2,462
Not including 30 cattle and 810 hogs bought direct.				

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.....	1,044	765	904	1,469
Dold Pkg. Co.....	502	222	609	25
Dunn-Ostertag.....	85			
Fred W. Dold.....	112			
Sunflower Pkg. Co.....	51			
Pioneer Cattle Co.....	114			
United Pkg. Co.....	180			
Keefe Pkg. Co.....	216			
Total.....	2,304	987	2,121	1,494

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company.....	1,085	45	970	4,999
Swift & Company.....	1,212	1,298	14,380	
Cudahy Pkg. Co.....	829	74	803	1,682
Others.....	1,963	822	958	19,163
Total.....	4,485	562	4,019	40,434

FORT WORTH.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company.....	2,082	637	2,815	5,142
Swift & Company.....	1,479	807	2,718	4,734
City Pkg. Co.....	157	113	231	
Blue Bonnet Pkg. Co.....	161	43	144	
H. Rosenthal Pkg. Co.....	85	22	62	
Total.....	3,878	1,621	5,970	9,876

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.....	1,752	5,959	8,202	1,276
Armour and Co., Milw.....	810	2,979		
Armour and Co., Pitts.....	20			
N. Y. B. Dr. Mt. Co.....	18			
Shippers.....	847	23	74	4
Others.....	650	863	70	183
Total.....	3,597	9,819	8,346	1,463

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company.....	3,270	2,917	9,958	2,900
Cudahy Pkg. Co.....	913	1,723		540
M. Rifkin Pkg. Co.....				
Swift & Company.....	5,438	4,884	7,517	9,061
United Pkg. Co.....	2,581	332		
J. T. McMillan Co.....		236		
Others.....	490	179		
Total.....	13,121	10,368	14,275	9,401
Not including 343 cattle, 142 calves, 1,720 hogs and 144 sheep bought direct.				

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.....	1,706	622	5,310	3,900
Armour and Company.....	486	341	1,236	
Hilgemeier Bros.....	9		998	
Stumpf Bros.....			122	
Meier Pkg. Co.....	103	6	170	
Stark & Wetzel.....	105	14	347	
Maass Hartman Co.....	39	15		
Wabnis and Deters.....	43	104	269	23
Shippers.....	2,108	1,181	12,188	5,578
Others.....	488	71	208	55
Total.....	5,087	2,354	20,848	9,556

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons.....	53			89
E. Kahn's Sons Co.....	460	289	5,328	289
Lohrey Pkg. Co.....	1		267	
H. H. Meyer Pkg. Co.....	8		2,967	
J. Schlachter's Sons.....	87	168		38
J. & F. Schroth P. Co.....	26		2,507	
J. F. Stegner Co.....	229	284		
Shippers.....	101	1,211		
Others.....	1,377	793	725	176
Total.....	2,194	1,659	12,047	592
Not including 1,062 cattle, 47 calves, 1,580 hogs and 1,436 sheep bought direct.				

RECAPITULATION.

	CATTLE.	Week ended March 12.	Prev. week.	Cor. week, 1937.
Chicago.....	33,939	36,303	37,055	
Kansas City.....	10,811	11,754	13,404	
Omaha.....	15,296	14,314	15,516	
East St. Louis.....	10,019	11,387	13,071	
St. Joseph.....	3,946	4,544	5,448	
Sioux City.....	9,787	9,787	10,137	
Okla. City.....	4,088	3,593	5,342	
Wichita.....	2,304	2,471	2,425	
Denver.....	4,485	4,432	4,785	
St. Paul.....	13,121	13,275	15,136	
Milwaukee.....	3,597	3,951	4,393	
Indianapolis.....	5,087	5,725	7,664	
Cincinnati.....	2,194	2,520	2,654	
Ft. Worth.....	3,878	5,090		
Total.....	122,539	128,241	135,008	
*Cattle and calves.				

HOGS.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago.....	44,095	38,685	50,989	
Kansas City.....	14,383	8,370	8,856	
Omaha.....	14,711	16,308	25,956	
East St. Louis.....	30,240	24,349	52,380	
St. Joseph.....	5,692	8,219	10,493	
Sioux City.....	14,341	14,473	17,095	
Okla. City.....	3,593	7,762	4,922	
Wichita.....	2,121	2,396	3,010	
Denver.....	4,019	4,312	7,862	
St. Paul.....	14,275	14,743	28,984	
Milwaukee.....	9,819	8,107	8,323	
Indianapolis.....	20,848	21,140	31,067	
Cincinnati.....	12,047	13,247	15,621	
Ft. Worth.....	5,970	7,216		
Total.....	187,348	196,334	264,112	

SHEEP.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago.....	43,295	39,614	39,428	
Kansas City.....	19,140	19,597	23,662	
Omaha.....	26,612	24,299	19,608	
East St. Louis.....	4,639	8,210	8,255	
St. Joseph.....	24,602	19,511	22,034	
Sioux City.....	12,294	10,474	6,881	
Okla. City.....	2,462	2,296	2,100	
Wichita.....	1,494	3,068	2,338	
Denver.....	46,434	33,574	31,382	
St. Paul.....	9,401	9,509	8,708	
Milwaukee.....	1,463	1,522	823	
Indianapolis.....	9,556	11,219	3,333	

	Cincinnati.	592	704	162
Ft. Worth.....	9,876	9,114		
Total.....	205,830	190,951	168,774	

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., March 7.....	12,101	1,365	14,048	7,057
Tues., March 8.....	8,297	2,246	13,503	5,652
Wed., March 9.....	8,893	1,169	12,742	8,468
Thurs., March 10.....	4,713	1,306	9,230	11,647
Fri., March 11.....	1,868	233	8,529	19,091
Sat., March 12.....	400		2,000	5,900
Total this week.....	35,772	7,339	57,356	56,915
Previous week.....	37,196	6,448	58,771	44,242
Year ago.....	37,836	7,090	78,232	41,371
Two years ago.....	55,515	7,648	69,429	68,632

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., March 7.....	3,305	101	2,752	3,140
Tues., March 8.....	2,109	229	1,670	2,034
Wed., March 9.....	2,670	97	1,222	388
Thurs., March 10.....	1,438	216	2,080	4,275
Fri., March 11.....	416	14	1,142	2,823
Sat., March 12.....	200		200	500
Total this week.....	10,033	657	9,066	12,690
Previous week.....	10,735	648	8,744	8,993
Year ago.....	9,862	714	6,992	9,897
Two years ago.....	8,823	758	15,835	20,300

FEBRUARY AND YEAR RECEIPTS.

Receipts thus far this month and 1938 to date with comparisons:

	March	1938.	1937.	1936.	1935.
Cattle.....	57,432	72,509	394,151	400,825	
Calves.....	12,174	15,020	62,681	71,897	
Hogs.....	104,304	157,496	1,009,427	1,042,661	
Sheep.....	89,599	86,306	581,928	546,870	
WEEKLY AVERAGE PRICE OF LIVESTOCK.					
	Cattle.	Hogs.	Sheep.	Lambs.	
Week ended Mar. 12.....	\$ 8.45	\$ 9.45	\$4.00	\$ 9.35	
Previous week.....	8.15	9.15	4.70	8.75	
1937.....	10.55	10.15	6.50	12.00	
1936.....	8.75	10.20	5.10	10.00	
1935.....	11.00	9.85	4.25	7.90	
1934.....	5.40	4.35	5.50	9.40	
1933.....	5.35	3.95	2.20	5.50	
Avg., 1933-1937.....	\$8.30	\$7.60	\$4.50	\$8.95	

SUPPLIES FOR CHICAGO PACKERS.

	Cattle.	Hoga.	Sheep.
Week ended Mar. 12.....	25,739	48,290	44,255
Previous week.....	26,275	50,562	34,952
1937.....	27,906	72,174	31,064
1936.....	27,051	46,276	45,776
1935.....	31,790	62,321	52,701
1934.....	32,400	105,200	50,400

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVIDER show the number of livestock slaughtered at 16 centers for the week ended March 12, 1938.

CATTLE

	Week ended Mar. 12.	Prev. week.	Cor. week. 1937.
Chicago	25,476	26,102	27,387
Kansas City	13,495	15,472	17,742
Omaha*	14,443	14,850	15,358
East St. Louis	7,216	9,054	15,565
St. Joseph	3,967	4,890	6,555
Sioux City	7,134	6,633	6,626
Wichita*	3,889	5,535	5,599
Fort Worth	3,878	5,069	.....
Philadelphia	1,894	1,789	2,813
Indianapolis	1,919	1,729	2,239
New York & Jersey City	9,931	9,107	9,170
Oklahoma City*	6,373	5,762	7,488
Cincinnati	3,006	3,168	3,240
Denver	4,180	4,353	4,437
St. Paul	12,631	13,275	12,945
Milwaukee	3,306	3,898	3,825

Total 121,240 128,716 138,469

*Cattle and calves.

HOGS

Chicago	52,190	60,133	90,393
Kansas City	14,370	19,595	26,248
Omaha	12,605	17,141	20,136
East St. Louis	35,583	42,990	55,237
St. Joseph	4,487	9,697	11,079
Sioux City	10,543	14,754	12,572
Wichita	3,380	4,125	5,134
Fort Worth	9,879	7,216	.....
Philadelphia	13,965	15,955	18,113
Indianapolis	7,153	8,337	10,029
New York & Jersey City	37,568	39,963	41,134
Oklahoma City	7,700	8,539	5,495
Cincinnati	12,482	11,804	13,047
Denver	4,034	4,346	7,851
St. Paul	37,568	27,160	32,554
Milwaukee	8,327	8,050	8,809

Total 297,875 299,874 357,331

SHEEP

Chicago	40,220	35,858	33,194
Kansas City	19,140	19,597	23,662
Omaha	19,157	18,221	22,726
East St. Louis	3,817	4,926	7,004
St. Joseph	23,272	19,572	22,034
Sioux City	10,763	10,193	6,597
Wichita	1,494	3,098	2,338
Fort Worth	9,876	9,114	.....
Philadelphia	4,537	4,325	3,612
Indianapolis	4,446	4,595	2,458
New York & Jersey City	64,799	61,701	58,248
Oklahoma City	2,462	2,296	2,100
Cincinnati	1,922	1,866	1,107
Denver	7,288	6,875	8,210
St. Paul	9,401	9,509	8,456
Milwaukee	1,463	1,501	824

Total 230,057 213,247 202,570

1937 FEDERAL SLAUGHTER

Animals slaughtered under federal inspection for year 1937:

	Cattle	Calves	Hogs	Sheep and Lambs
Baltimore	128,231	28,004	496,005	55,444
Chicago*	1,405,507	872,266	4,091,304	2,691,044
Denver	136,963	31,314	256,657	401,527
Kansas City	715,182	400,929	1,078,901	1,213,380
New York area*	436,746	828,032	2,013,504	3,077,557
Omaha	693,361	137,343	979,221	1,136,750
St. Louis*	635,593	531,133	2,286,903	806,565
Sioux City	301,497	43,923	668,299	562,690
So. St. Paul*	704,242	646,038	1,602,966	801,779
Other stations	4,912,028	3,242,384	18,168,380	6,613,104
Total	10,069,550	6,281,388	31,642,140	17,270,140
1936	10,975,095	6,069,714	36,054,968	17,215,511

*Includes Elburn, Ill.

*Includes Jersey City and Newark, N. J.

*Includes East St. Louis and National Stock Yards, Ill.

*Includes Newport and St. Paul, Minn.

PACIFIC COAST LIVESTOCK

Receipts five days ended March 11:

	Cattle	Calves	Hogs	Sheep
Los Angeles	7,464	1,364	6,596	4,889
San Francisco	2,350	40	5,050	7,910
Portland	2,560	300	3,900	3,275
DIRECTS—Los Angeles: Cattle, 26 cars; calves, 4 cars; hogs, 61 cars; sheep, 49 cars. San Francisco: Cattle, 375 head; calves, 50 head; hogs, 2,800 head; sheep, 740 head. Portland: Hogs, 989 head.				

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

WESTERN DRESSED MEATS.

	NEW YORK	PHILA.	BOSTON
STEERS, carcass			
Week ending March 12, 1938	8,330	2,206	2,507
Week previous	9,305½	2,607	2,550
Same week year ago	9,760	2,301	2,111
COWS, carcass			
Week ending March 12, 1938	997	782	2,108
Week previous	1,768½	967	2,412
Same week year ago	1,935½	1,493	2,824
BULLS, carcass			
Week ending March 12, 1938	251	313	31
Week previous	261½	307	33
Same week year ago	141	321	23
VEAL, carcass			
Week ending March 12, 1938	12,174	1,653	759
Week previous	12,900	1,979	601
Same week year ago	20,967	2,402	1,012
LAMB, carcass			
Week ending March 12, 1938	31,132	12,074	13,512
Week previous	38,619	13,588	13,820
Same week year ago	44,658	14,800	12,728
MUTTON, carcass			
Week ending March 12, 1938	1,735	610	536
Week previous	2,785	618	805
Same week year ago	2,738	435	180
PORK CUTS, lbs.			
Week ending March 12, 1938	2,102,468	468,110	354,899
Week previous	2,163,623	530,022	443,866
Same week year ago	2,181,710	423,583	438,899
BEEF CUTS, lbs.			
Week ending March 12, 1938	435,242	.....	.....
Week previous	465,346	.....	.....
Same week year ago	312,079	.....	.....

LOCAL SLAUGHTERS.

	NEW YORK	PHILA.	BOSTON
CATTLE, head			
Week ending March 12, 1938	8,931	1,894	.....
Week previous	9,107	1,789	.....
Same week year ago	9,170	2,313	.....
CALVES, head			
Week ending March 12, 1938	13,052	2,867	.....
Week previous	13,784	2,873	.....
Same week year ago	12,847	3,213	.....
HOGS, head			
Week ending March 12, 1938	35,588	13,965	.....
Week previous	39,242	15,955	.....
Same week year ago	40,954	18,113	.....
SHEEP, head			
Week ending March 12, 1938	64,799	4,537	.....
Week previous	61,701	4,325	.....
Same week year ago	58,248	3,612	.....

RECEIPTS AT CHIEF CENTERS

Week ended March 12, 1938:

	Cattle	Hogs	Sheep
At 20 markets:			
Week ended Mar. 12	165,000	254,000	255,000
Previous week	174,000	271,000	256,000
1937	189,000	344,000	257,000
1936	180,000	325,000	294,000
1935	188,000	282,000	290,000

	Cattle	Hogs	Sheep
At 11 markets:			
Week ended Mar. 12	119,000	159,000	161,000
Previous week	124,000	173,000	146,000
1937	124,000	224,000	146,000
1936	128,000	220,000	199,000
1935	134,000	199,000	223,000
1934	144,000	352,000	219,000
1933	89,000	281,000	182,000
1932	115,000	357,000	228,000

	Cattle	Hogs	Sheep
At 7 markets:			
Week ended Mar. 12	119,000	159,000	161,000
Previous week	124,000	173,000	146,000
1937	124,000	224,000	146,000
1936	128,000	220,000	199,000
1935	134,000	199,000	223,000
1934	144,000	352,000	219,000
1933	89,000	281,000	182,000
1932	115,000	357,000	228,000

HOG WEIGHTS AND COSTS

Average weight and cost of hogs at 11 principal markets, January, 1938:

	Jan., 1938.	Dec., 1937.	Jan., 1937.
	Wt. Lbs.	Cost Per Cwt.	Wt. Lbs.
Chicago	242	\$7.91	235
East St. Louis	229	8.05	224
Kansas City	233	7.92	231
Omaha	243	7.76	238
Sioux City	249	7.70	242
South St. Joseph	234	7.80	231
South St. Paul	237	7.57	230
Cincinnati	226	8.24	225
Denver	233	7.82	234
Fort Worth	218	7.63	212
Wichita	232	7.84	237

MORE QUALITY STEERS

More than twice as many choice and prime steers were included in the steer run at Chicago during the week ended March 12 as arrived in the same week one and two years ago. Steers falling into this grade constituted 19.9 per cent of the receipts compared with 8.9 per cent a year ago and 7.8 per cent for the 3-year average of the same week. Good steers constituted 42.3 per cent of the run the week ended March 12 compared with 40 per cent a year ago and 41.4 per cent for the three year average.

Watch "Wanted" page for Bargains.



C. D. REVERSIBLE PLATES

CAN BE USED ON TWO SIDES EQUAL TO
TWO PLATES FOR THE PRICE OF ONE!

O. K. KNIVES with *changeable blades*

C. D. TRIUMPH KNIVES—

all four blades in a single unit

Their superiority is an established fact. • Send for price list and circular.

THE SPECIALTY MFRS. SALES CO.

2021 Grace Street, Chicago, Illinois



Color ON PARADE

Peacock Brand Casing Colors . . . clear, bright, attractive colors that are now available in new **TABLET FORM!** Effervescent-dissolving action spreads color quickly and evenly. They're easier to use and economical, too. One color tablet makes 125 gallons of cooking water. Write today for free samples.

WM. J. STANGE CO.
2536-40 W. Monroe St., Chicago

Western Branches: 923 E. 3rd St., Los Angeles; 1250 Sansome St., San Francisco. In Canada: J. H. Stafford Co., Ltd. 24 Hayter St., Toronto, Ont.

F. C. ROGERS, INC.

NINTH AND NOBLE STREETS
PHILADELPHIA

**BROKER
PACKINGHOUSE
PRODUCTS**

HARRY K. LAX, *General Manager*

*Member of New York Produce Exchange
and Philadelphia Commercial Exchange*

AIR CONDITIONING

KEEPS STORAGE TEMPERATURE UNIFORM

HIGH air velocity in Niagara Air Conditioning Fan Coolers permits economical uniform refrigerant temperatures. They retain weight and value in fresh foods by preventing the cooling process from drying out the products. Selection of all types and sizes, solves any engineering requirement.

Representatives in principal cities. Address inquiries to

**NIAGARA
BLOWER COMPANY**
6 E. 45th Street, New York City



OLD PLANTATION SEASONINGS Its Flavor Sells Sausage

BLENDED TO FIT YOUR PRODUCT—NATIONALLY USED
IN LEADING SAUSAGE PLANTS—SAMPLES ON REQUEST

Exclusive **MANUFACTURERS**

A. C. LEGG PACKING CO., Inc., BIRMINGHAM, ALA.

Up and Down

THE MEAT TRAIL

Meat Packing 40 Years Ago

(From The National Provisioner, March 19, 1898.)

Over 1,000 barrels of beef were bought in New York during the week for use of the United States Navy.

A bank was incorporated at the St. Joseph, Mo., stock yards by G. F. Swift, Edward Morris, Gordon Jones, John Donovan, jr., Joseph Maxwell and E. Lindsay.

Export of lard from four large Atlantic ports for the week ended March 12, 1898, totaled 15,468,115 lbs. This was 6,000,000 lbs. more than in the same week of 1897.

Colorado Packing & Provision Co., Denver, planned the erection of a fertilizer plant to utilize inedible material which it had been shipping to St. Louis for manufacture.

Mound City Packing Co., St. Louis, was formed by a number of local small slaughterers, for the conduct of a regular packinghouse for joint account.

Gordon & Ironsides, Winnipeg, Canada, were granted permit to build a packing plant for the slaughter of cattle, sheep and hogs. Ten acres of yards surrounded the plant.

Keystone Sausage Works & Packing Co., Lebanon, Pa., started operation under the ownership of C. & G. Seeger.

Swarzchild & Sulzberger opened their branch house in Wilmington, Del., after extensive alterations.

Meat Packing 25 Years Ago

(From The National Provisioner, Mar. 22, 1913.)

Increased funds for federal meat inspection were included in the agricultural appropriation act for the fiscal year beginning July 1, 1913, the increase amounting to \$200,000.

In reply to a request of National Housewives League as to reason meat prices had increased, Arthur G. Leonard, president of Chicago Stockyards Co., called attention to sharp declines in livestock receipts stating that for 1913 to date receipts at Chicago alone had declined 646,000 head or approximately 200,000,000 lbs. in terms of meat.

Bacon exports from the United States during February, 1913, totaled 19,599,385 lbs. and hams and shoulders 14,130,000 lbs. This represented an increase of about 2,750,000 lbs. of bacon and 3,335,000 lbs. of hams and shoulders over the export of February, 1912. Lard exports for the month totaled 53,300,000 lbs.

McClintick & Hendricks, Peoria, Ill.,

packers, slaughtered a hog that weighed 818 lbs. when dressed. This was with head off. Hams from the hog weighed 85 lbs. each.

Swift & Company built a new beef house at Chester, Pa.

Chicago News of Today

Al Sampson, manager of the Superb Packing Co., has just returned from a tour of the West and Southwest during which he enjoyed a dash of sunny weather.

President E. L. Griffith, Griffith Laboratories, returned this week from an extended vacation in Florida.

Philip O. Hantover, famous sausage missionary of the Independent Casings Co., visited his firm's headquarters in Chicago this week.

President Charles W. Eisenmenger of L. Eisenmenger Meat Co., St. Paul, Minn., and Mrs. Eisenmenger visited in Chicago during the week.

Harry I. Hoffman, president of J. S. Hoffman Co., is on an extended European tour. He writes from Warsaw, Poland, that he is having a fine trip and a great vacation.

L. B. Steele, assistant director of sales, Cellophane division of E. I. du Pont de Nemours & Co., was a visitor in Chicago during the week.

President Erwin O. Freund of the Visking Corporation is at the Michael Reese Hospital and resting easily after an operation earlier in the week.

Stanley Hess of Hess-Stephenson Co., Chicago packinghouse products brokers, and Mrs. Hess are taking a vacation trip in Mexico and Guatemala.

Many thousands of school children paid a radio visit to a Chicago meat

packing plant this week during the Prairie Farmer WLS school time broadcast. They were conducted on a tour of Swift & Company's plant by A. D. White, manager of public relations for Swift, who was interviewed at various points in the plant by John Baker of WLS. Among the locations visited were the pork cutting room, ham and bacon room, bacon slicing room, beef cooler and smokehouse. Operations in the various departments were explained to the radio listeners who could also hear the normal sounds made by workmen and equipment. The children were told of the thoroughness and care used in processing meats and of the sanitary manner in which they are handled. The broadcast is used in several thousand schools throughout the country to supplement classroom work and bring the children into direct contact with commerce and industry.

E. G. James of E. G. James Co., Chicago packinghouse products brokers, returned this week from a vacation in Florida.

New York News Notes

On March 11 a group of wholesale and retail meat dealers met at the Essex house, Newark, N. J., to form a Meat Council to aggressively promote and encourage the adoption of better mer-

VETERAN MEAT PEDDLER

This New England itinerant retailer—W. W. Bentley, Norwich, Conn.—has been selling meat from a wagon for 50 years. Formerly he slaughtered his own livestock, but now he buys his meat from inspected packers. (Photo Armour and Company.)





Fill loaves the sanitary way,
quick, better, at less cost.

C. T. LENZKE & CO.

1439 West Grand Boulevard
Detroit, Mich.

Manufacturers of **PERFECTION**
ham molds, meat loaf molds
and meat loaf fillers.

Our equipment is the most
outstanding to date.

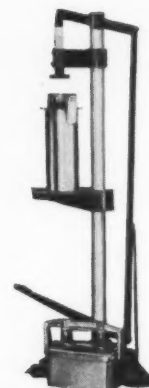
Buy direct and save money.
Write for particulars.



We Make Special Sizes to Order.

Foot operated ham press for cylinders
and molds. Presses hams right. Prevents
damage to molds. Durable. Reason-
able in price.

Perfection ham cylin-
ders, round and
square. Made of
tinned steel and
stainless steel. The
modern mold for
smoked, boiled and
barbecue hams. No
need of wrapping
hams. No round ends.
Every slice a center
cut.



IDEAS FOR MARCH — Easter Hams
● Sales Tips for Butcher Supply Men ●
Free Money-Making Mapleine Formulas

MEAT MEN who use
Mapleine to tone up the fla-
vor of their products lead the
profit parade. For Mapleine
brings out the natural flavor
of meat. That means more
sales.

SUCCESS STORY. Meat
processors who use Maple-
ine in curing ham sold more
hams this year. For Mapleine
brings out the sweet nutlike
flavor of ham. Use it in your
regular formula. Or—we'll
send you the formula, free.

**BUTCHER SUPPLY
HOUSES.** Stock Mapleine
and sell it to your trade.
More profit to you—and for
your customers. In the small
butcher shop, Mapleine can
be used to tone up loaf
specialties, sausage, corned
beef. Write us for details.

**FREE — Profit-making for-
mulas.** Get your copies of test-
ed-in-use formulas, plus free
try-out bottle of Mapleine.
Write now. Crescent Mfg. Co.,
666 Dearborn St., Seattle, Wn.

MAPLEINE
BRINGS OUT NATURAL MEAT FLAVORS

For Better Manufactured
MEAT PRODUCTS
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DAIRYLEA
DRIED SKIM MILK

Available in
Northeastern Territory only

DAIRYMEN'S LEAGUE CO-OP. ASSN. INC.
11 WEST 42nd ST. NEW YORK, N. Y.

GEO. H. JACKLE

Broker

Offerings Wanted of:
Tankage, Blood, Bones, Cracklings, Hoofs
405 Lexington Ave. New York City

INSIST ON COMPENSATING BEARING ACCURACY OF

HOWE SUSPENSION **SCALES**
MONORAIL

Also PORTABLE PLATFORM SCALES . . . DIAL SCALES
DORMANT SCALES . . . WEIGHTOGRAPHS

THE HOWE SCALE COMPANY, RUTLAND, VERMONT

Make YOUR Container say **QUALITY**

ATTRACTIVE, colorful lithographed cans certainly create an impression of
quality. Today, neither the dealer nor the consumer wants merchandise of any
kind that is not packed in an attractive container. For years Heekin has
served packers with lithographed cans for every requirement. Today Heekin
personal service is ready to assist you in making your present can more beau-
tiful . . . more attractive for the purchaser. Write for information.



THE HEEKIN CAN CO.—CINCINNATI, OHIO

chandising methods in the distribution of meat products and to bring about improved relations in the industry. Officers were elected and plans were discussed for increasing the membership. Officers include, president, G. W. Bell, district manager, Armour and Company; vice president, J. Nesselroth, retailer; treasurer, M. A. Jackson, president, Meyer & Bush Co., and secretary, Edward Keller, retailer. Another meeting will be held at an early date.

Maury Hopkins, industrial relations department, and H. C. Dormitzer, general superintendent's office, Wilson & Co., Chicago, were visitors to New York last week.

O. E. Jones, vice president, and A. L. Scott, beef department, Swift & Company, spent a few days in New York last week.

Other visitors to New York last week were J. Tingley, fresh sausage department; G. R. Gibbons, branch house superintendent's department, and W. C. Kirk, legal department, Armour and Company, Chicago. Mr. Kirk also spent a day at the plant of the New York Butchers Dressed Meat Co.

Edward J. Rothschild, sales manager, beef cutting and boning department, Wilson & Co., New York, passed away on March 12 following an illness of several weeks. Mr. Rothschild was in his 50th year and had been in the meat industry for more than 25 years. Prior to his connection with Wilson & Co. in March, 1935, he was a member of the firm of Rothschild & Bernstein, Inc., wholesale meat dealers, and was well known in New York meat circles.

A meeting of the eastern sales division of Kingan & Company, Indianapolis, Ind., will be held at the Governor Clinton hotel, New York, on March 24.

At a recent meeting of the board of directors of New York Butchers Calfskin Association, all officers serving during the past year were re-elected for the ensuing year. They are Theodore C. Meyer, president; Joseph Rossman, vice president; Lester M. Kirschbaum, secretary, and Irving Tabak, treasurer. Mr. Meyer also serves in the capacity of general manager.

Among food industry sponsors of the Greater New York Fund, Inc., which aids in financing the city's private health and welfare agencies, are Benjamin Lowenstein, manager J. Lowenstein & Son; Henry Merkel, president, Merkel, Inc., and Isidor Schweitzer, vice president, Nathan Schweitzer & Company.

Armour and Company has been granted privileges on Commodity Exchange, Inc., through election of Louis E. McCauley, Armour vice president and treasurer, to membership.

LOOKING for a position? You can tell packers and sausage manufacturers all over the country about yourself through the "Classified" pages of THE NATIONAL PROVISIONER at small cost per reader reached.



MERCHANDISING IDEAS

Paul Heath, superintendent of L. S. Briggs, Inc., Washington, D.C., meat product producer, has been responsible in association with Raymond Briggs, for developing many new merchandising ideas. (Photo The Griffith Laboratories).

Countrywide News Notes

Armour and Company recently held open house for about 2,500 persons at the newly remodeled processing branch house at Chattanooga, Tenn. A buffet luncheon of Armour products was served the guests who were shown over the plant by guides. Baby beef and quick frozen poultry displays attracted considerable attention. The branch is equipped to cure and smoke hams and make sausage.

Frank E. Riedy, 55, for the last 16 years sales manager for Armour and Company at Philadelphia, Pa., passed away recently at his home there.

Cornelius Packing Co., Inc., is the new name for Cornelius Bros., Ltd., of Los Angeles.

There was virtually no interruption of meat packing and distribution operations in the Los Angeles area during the flood. A large proportion of sheep, cattle and hogs received at Los Angeles during the week ended March 12 came by truck because rail lines and bridges were damaged. The flow of livestock was maintained, however.

Jilg's, Inc., sausage manufacturer of Seattle, now occupies remodeled quarters formerly used by the Milwaukee Sausage Co. at 801 Twentieth ave.

Philadelphia Smoked Meats, Inc., a new corporation in the provisions and meat field at Philadelphia, will erect a plant on Delaware ave. near Market st. in the wholesale meat district. The company is headed by Abraham Rabinowitz, a veteran in the meat industry, who will have his two sons, William and Irving, associated with him. The new plant will be three stories high and will contain about 50,000 square feet of floor space. It will be built of reinforced concrete and brick, will cost in the neighborhood of \$200,000, and will embody the latest developments in curing, smoking, refrigeration, air conditioning and economical handling of raw material and finished product. About 200 persons will be employed in the plant. Plans are being prepared by Morris Fruchbaum, C.E., of Philadelphia.

Paul Blackman is now superintendent of the United Dressed Beef Co., Los Angeles.

Kentucky Chemical Manufacturing Co., Covington, Ky., has been dissolved and Kentucky Chemical Industries, Inc., is now operating on Este ave., Cincinnati. The firm manufactures meat scraps, tankage, tallow and grease.

Mrs. Mary McKinley Young, widow of the late Alois Young, founder of the Decatur Packing & Provision Co., Decatur, Ill., died at her home in that city on March 16, at the age of 64 years. Mrs. Young was the mother of William Young, general manager, Russell, sales manager, Al., superintendent, and Fred Young, livestock buyer, of the Decatur Packing & Provision Co. Four daughters also survive. Al. Young, sr., died in July, 1937.

Chas. J. Becker has sold his interest in the United Beef Co., Detroit, Mich., and is now president and general manager of the National Beef Co., located at 2426 Scottem St. in that city.

MEAT INSPECTION CHANGES

Recent changes in federal meat inspection are reported as follows:

Meat Inspection Granted.—Cook Packing Co., Scottsbluff, Neb.; Idaho Meat Producers, Caldwell, Ida.; Withington Co., Providence, R. I., and Earl C. Gibbs, Inc., Cleveland, O.

Meat Inspection Withdrawn.—Miller & Hart, Inc., 16-22 Blackstone st., Providence, R. I.; The Great Atlantic & Pacific Tea Co., Indianapolis, Ind.

Change of Name.—Mayfair Margarin Co., Providence, R. I., instead of Vermont Butterine Co.; Armour and Company and the Columbus Packing Co., Columbus, O., instead of the Columbus Packing Co.; Sandpoint Packing Co., Sandpoint, Ida., instead of Bonner Meat Co.

Change of Name.—Director's Sausage Co., Washington, D. C., instead of National Beef & Provision, Inc.; Kauffman Packing Co., Kansas City, Kan., instead of Baum Packing Co.

MEAT RATE CUT REJECTED

Lower freight rates on fresh meats, packinghouse products, provisions and dairy products in mixed carloads, from East St. Louis to Hopkinsville, Ky., have been found unjustified and unduly prejudicial to Cincinnati shippers by the Interstate Commerce Commission in I. and S. No. 4406.

Carriers had proposed a rate of 27 cents for a minimum car of 30,000 lbs. on mixed carloads of products ordinarily transported from a packinghouse to a branch house. Fresh meats and packinghouse products would have made up the bulk of the mixture, but inclusion of canned goods and dairy products would have been permitted. The rate was proposed because of establishment of a packer branch at Hopkinsville to distribute throughout Western Kentucky.

Protesting meat packers at Cincinnati produce only fresh meats and packinghouse products and claimed that inclusion of other products in meat shipments from East St. Louis to Hopkinsville would give the East St. Louis packers an undue advantage. They pointed out that the proposed rates were lower than livestock rates from and to the same points.

BANFIELD BROTHERS EXPAND

Banfield Brothers, well known Oklahoma packers, have purchased Miami Packing Co. and plant at Miami, Okla., President R. C. Banfield announced recently. The company already operates plants at Tulsa and Enid, Okla., and Fort Smith, Ark. The newly acquired Miami plant was built in 1925, has three floors which are used for processing, two large freezers, and ample facilities for curing meats. Large stock pens are adjacent to the plant. Homer Sutton will be manager at Miami and Stewart Gammon, superintendent. Both were associated with the company's Tulsa plant.

The four plants of the Banfield company handle approximately 40,500 cattle and 75,000 hogs annually. Sausage produced includes 75 varieties and totals 3,000,000 lbs. yearly. Officers of the company are R. C. Banfield, president; C. R. Banfield and W. L. Williams, vice presidents; and S. R. Davidson, secretary-treasurer.

NEWS OF THE RETAILERS

William L. Kortendick has just celebrated his 25th year in the meat market business in the town of West Bend, Wisconsin.

John Jagosh has joined the meat department of the J. F. Zellmann store in Hillsboro, Ill.

Craig Brown will continue his meat market in the old Exchange Bank building in Richmond, Mo. Ice boxes have been installed.

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on March 17, 1938.

Fresh Beef:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS, Choice:				
400-500 lbs. ¹	\$14.00@15.00		\$14.00@15.00	
500-600 lbs.	14.00@15.00		14.00@15.00	\$15.00@16.00
600-700 lbs.	14.50@15.50	\$14.50@15.00	14.00@15.00	15.00@16.00
700-800 lbs.	14.50@15.50	14.50@15.50	14.50@15.50	
STEERS, Good:				
400-500 lbs. ¹	13.50@14.00		13.50@14.00	
500-600 lbs.	13.50@14.00		13.50@14.00	14.00@15.00
600-700 lbs.	13.50@14.50	13.50@14.50	13.50@14.50	14.00@15.00
700-800 lbs.	13.50@14.50	14.00@14.50	14.00@14.50	
STEERS, Medium:				
400-600 lbs. ¹	12.50@13.50		12.50@13.50	13.50@14.00
600-700 lbs.	12.50@13.50	13.00@14.00	13.00@13.50	13.50@14.00
STEERS, Common:				
400-600 lbs.	11.50@12.50			
COWS (all weights):				
Choice				
Good	11.50@12.00	12.00@12.50	12.00@12.50	12.50@13.00
Medium	11.00@11.50	11.50@12.00	11.50@12.00	12.00@12.50
Common	10.50@11.00	11.00@11.50	11.00@11.50	11.50@12.00
Fresh Veal and Calf:				
VEAL (all weights): ² :				
Choice	14.50@15.50	16.00@17.00	15.00@17.00	16.50@18.00
Good	13.00@14.50	14.00@16.00	13.00@15.00	15.00@16.50
Medium	11.00@13.00	12.00@14.00	10.50@13.00	13.00@15.00
Common	9.00@11.00	10.00@12.00	9.00@11.00	12.00@13.00
CALF (all weights) ² :				
Choice				
Good				
Medium				
Common				
Fresh Lamb and Mutton:				
LAMB, Choice:				
38 lbs. down.....	17.00@18.00	18.50@19.50	17.00@18.00	18.50@19.00
39-45 lbs.	16.50@17.50	18.00@19.00	16.50@17.00	18.00@18.50
46-55 lbs.	16.00@17.00	17.00@18.00	16.00@16.50	17.50@18.00
LAMB, Good:				
38 lbs. down.....	16.00@17.00	18.00@18.50	16.50@17.50	18.00@18.50
39-45 lbs.	15.50@16.50	17.00@18.00	16.00@16.50	17.00@18.00
46-55 lbs.	15.00@16.00	16.50@17.00	15.50@16.00	17.00@17.50
LAMB, Medium:				
All weights	15.00@16.00	16.50@17.50	15.50@16.00	16.00@17.00
LAMB, Common:				
All weights	14.50@15.50	16.00@17.00	14.50@15.50	
MUTTON, Ewe:				
Good, 70 lbs. down.....	9.00@10.00	11.00@12.00	10.50@11.50	10.00@11.00
Medium, 70 lbs. down.....	8.00@ 9.00	10.00@11.00	9.50@10.50	9.00@10.00
Common, 70 lbs. down.....	7.00@ 8.00	8.50@10.00	8.50@ 9.50	8.00@ 9.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs.	20.00@21.00	20.50@21.50	20.00@20.50	20.00@21.00
10-12 lbs.	19.00@20.00	19.00@21.00	18.00@20.00	19.50@20.50
12-15 lbs.	18.00@19.00	19.00@20.00	18.00@19.00	18.50@19.50
16-22 lbs.	16.00@17.00			17.50@18.50
SHOULDERS, Skinned, N. Y. Style:				
8-12 lbs.	14.00@15.50		14.50@15.50	15.00@16.00
PICNICS:				
6- 8 lbs.		14.50@15.00		
BUTTS, Boston Style:				
4- 8 lbs.	17.50@18.50		17.50@18.50	17.00@19.00
SPARE RIBS:				
Half Sheets	12.50@13.50			
TRIMMINGS:				
Regular	10.50@11.00			

¹Includes helters, 300-450 lbs. and steers down to 300 lbs. at Chicago.

²"Skin on" at New York and Chicago.

³Includes sides at Boston and Philadelphia.

Kroger Grocery and Bakery Co. has opened a new store in Appleton, Wis., at 116 E. Wisconsin ave. Leo G. Woerner is manager.

City Meat Market has been reopened by Jack Hartwig in Arcadia, Wis.

A new display case has been installed by W. H. Prichard in his meat market at Prescott, Wis.

Bill Stewart has opened a modern grocery and meat market in the Allen building in Milton, Fla.

Edwin Preston and Ab Collins have opened a grocery and meat market in the Lyric theater building in Greenfield, O.

Roy and E. H. Jennes have opened a butcher shop at 970 Newport, Marshfield, Ore.

P. H. Lepper has purchased the meat business of Orson V. Dutton, W. 530 Indiana, Spokane, Wash.

Will V. Presley has opened a second meat and grocery store in Durant, Okla.

NEW SCHWANN PLANT

(Continued from page 21.)

lb. stuffers and their stainless steel stuffing tables. Six linkers are employed at each table, the tables being placed at a right angle to the stuffer. Tests were made on different types of tables and number of workers per table, and it was learned that the arrangement described produced more pounds of product per worker than any other set-up tried.

In center of sausage kitchen are two work tables for wrapping and ham operations, while against cooler wall are grinders and a ham retainer cleaning machine. A combination floor and track scale is located in front of grinders.

Cooking and Showering

Curing cooler adjoins sausage manufacturing room. Both meats and stuffed sausage are cured in this cooler, which is equipped with temperature, humidity and spore control.

Cooking department is provided with two vapor cookers, each with a capacity of six trees, a small square cooking tank and a steam jacketed kettle. All products, except liver sausage, are cooked in the vapor cookers, including boiled hams in molds. These cookers use no sprays and have no outlets for vapor. Water in bottom of cooker is maintained at a temperature of 180 degs. F. Vapor from this hot water does the cooking quickly with small shrink.

Hot and cold showers are placed alongside vapor cookers. Six trees can be showered with hot or cold water at one time. A unit heater installed near the showers controls vapors, dissipating them quickly. An elevator for lowering finished products to receiving department is installed alongside showers.

In the basement is a large freezer room for storing meat and fish. This is of cement and cork construction and is refrigerated with direct expansion coils automatically controlled. Here is also a fish cooler which is used for short storage and curing of fish. This latter cooler is also equipped with direct expansion coils automatically controlled. Adjoining fish cooler is a fish preparation room. This is not refrigerated. A large frozen meat cutter is installed just outside freezer. Product reached basement from loading dock by both elevator and chute.

Boiler room has a 75 h.p. stoker fired, automatically controlled boiler which operates at 13 lbs. pressure. This supplies all of the plant's steam requirements. Hot water at a temperature of 180 degs. F. is supplied to all depart-

ments by an instantaneous hot water heater. Coal bin, next to boiler room, is pitched from railroad siding to boiler room floor.

Two 15 h.p. ammonia, automatic refrigerating compressors are installed in the machinery room. These carry the entire cooling load. The reason why such small refrigerating capacity can adequately handle the cooling requirements is that the load can be properly balanced, due to the fact that practically all departments are air conditioned.

Plant was designed by Daniel Worcester, Worcester Tram Rail Co., Boston. C. I. Elliott, Carrier Engineering Co., was the engineer. The following firms supplied equipment.

Allbright-Nell Co.—Trucks, tables.
Aluminum Cooking Utensil Co.—Steam jacketed kettle.
Armstrong Cork Products Co.—Cork insulation.
Brandt Bros., Inc.—Bake oven.
Carrier Engineering Corp.—Unit coolers and heaters, ammonia compressors, smokehouses.
Cincinnati Butchers Supply Corp.—Silent cutter, cooler doors.
Fairbanks, Morse & Co.—Stoker.
Howe Scale Co.—Scales.
Kewanee Boiler Co.—Boiler.
John E. Smith Sons Co.—Mixer, stuffers.
Trane Co.—Office air conditioning.
Worcester Tram Rail Co.—Overhead rails, trees, smokehouse doors, meat racks, vapor cookers.

ENGINEER WRIGHT AND BOSS

(Continued from page 16.)

pressor engine would be used for cooking and heating, and the savings would be proportionately greater inasmuch as our engine would be larger and our rate for purchased power is practically the same as prevails in Chesaning.

PACKER BURKE.—I see you have some other cost figures. What are they?

ENGINEER WRIGHT.—They are an estimate of the dollar and cents savings we can make by installing an engine instead of a motor to drive our ammonia compressor. They show that our saving would pay the cost of the engine in about 16 months.

PACKER BURKE.—Leave those cost saving estimates with me, Bill. I want to look them over carefully and then file them as a check against our actual savings.

ENGINEER WRIGHT.—I'll be glad to, Boss. An engine drive will be used on the new compressor?

PACKER BURKE.—What other kind of drive could I authorize with figures like these staring me in the face? Get in touch with the purchasing department as soon as possible and give them the engine specifications. I want the new unit in working order before warm weather.

ENGINEER WRIGHT.—I'll attend to it at once. And by the way, Boss, I have some figures on steam costs since we installed our recording CO² meters which I think you will find interesting. I have not sent them through in the regular manner because I wanted to discuss them with you personally.

PACKER BURKE.—O. K., Bill, bring them in anytime; and they'd better be good. You've been getting plenty of money for your contraptions and improvements and I want to see savings to justify those investments.

ENGINEER WRIGHT.—You'll see them, Boss, and like them for they are good. So long.

PACKER BURKE.—So long, Bill.

BIRDS EYE SALES GROW

General Foods Corporation plans to expand distribution of quick frozen foods during the next few years, according to a letter sent to stockholders by C. M. Chester, chairman, and Clarence Francis, president. This year the firm plans to construct and equip a fish operating and quick-freezing plant and to acquire quick-freezing machinery and related equipment as well as increase its inventory of quick-frozen products.

Distribution of Birds Eye foods made a gain of 79 per cent in 1937, according to the company's annual report. New retail marketing areas were established around Washington, Buffalo, Cleveland and Baltimore and further outlets were opened in major Eastern cities, as well as in Pittsburgh and Chicago. There are now more than 2,800 stores selling these foods.

Birds Eye foods are now available to hotels, restaurants, hospitals, transportation lines and similar organizations in 45 states through institutional jobbers, according to the report. The company has made arrangements for capital investment in new facilities for meat packing in Indianapolis, poultry packing in Omaha, fruit and fish packing elsewhere, and for expansion of retail dealer outlets.

**BEMIS INSIDE
TRUCK COVERS**

High quality duck
...made to fit your
trucks. Protect
against drippings,
condensation and
dust. Free sample.

BEMIS BRO. BAG CO. • ST. LOUIS • BROOKLYN



FEARN LABORATORIES, INC.

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Investigate **BEFORE YOU BUY** WHAT THESE PACKERS OFFER

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GOOD FOOD

Main Office and Packing Plant
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C. A. BURNETTE CO.

Union Stock Yards Chicago, Ill.

**Dressed Hogs
Dressed Beef**

Boneless Beef Cuts • Sausage Material

Rath's
from the Land O' Corn

BLACK HAWK HAMS AND BACON
PORK - BEEF - VEAL - LAMB

Straight and Mixed Cars of Packing House Products
THE RATH PACKING CO. WATERLOO, IOWA

Hunter Packing Company

East St. Louis, Illinois

*Straight and Mixed Cars
of Beef and Provisions*

NEW YORK OFFICE
410 W. 14th Street

REPRESENTATIVES:
Wm. G. Joyce, Boston
F. C. Rogers, Inc., Philadelphia



KINGAN'S RELIABLE

HAMS • BACON • LARD • SAUSAGE
CANNED MEATS • OLEOMARGARINE
CHEESE • BUTTER • EGGS • POULTRY

*A full line of Fresh Pork • Beef • Veal
Mutton and Cured Pork Cuts*

Hides • Digester Tankage

KINGAN & CO.

PORK AND BEEF PACKERS

Main Plant, Indianapolis

Established 1845



NATURE AND
HUMAN SKILL
combine to give
Superb Quality
in these imported
canned Hams.

Try a Case Today

AMPOL,
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Partridge

PORK PRODUCTS—SINCE 1876
The H. H. MEYER PACKING CO.
Cincinnati, Ohio

Wilmington Provision Company

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*Slaughterers of Cattle, Hogs,
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U. S. GOVERNMENT INSPECTION

WILMINGTON

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BEEF • PORK • VEAL • LAMB

CANNED FOODS

HAMS • BACON • LARD • SAUSAGE

We specialize in carlot beef sales

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General Offices: OTTUMWA, IOWA

Packing Plants: OTTUMWA, IOWA; SIOUX FALLS, SOUTH DAKOTA; TOPEKA, KANSAS

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**NIAGARA BRAND
HAMS & BACON**

SHIPPERS OF STRAIGHT AND MIXED CARS OF

BEEF - PORK - SAUSAGE - PROVISIONS

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Shippers of Straight and Mixed Cars

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Philadelphia Scrapple a Specialty

John J. Felin & Co., Inc.

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New York Branch: 407-09 West 13th St.

HAMS • BACON • LARD • DELICATESSEN

Arbogast & Bastian Company

MEAT PACKERS and PROVISION DEALERS

WHOLESALE SLAUGHTERERS OF

CATTLE, HOGS, SHEEP AND CALVES

U. S. GOVERNMENT INSPECTION

ALLENTOWN, PA.



**Liberty
Bell Brand**

Hams—Bacon—Sausages—Lard—Scrapple

F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Men Wanted

Salesman for Calif. Territory

Wanted, sales agent to sell our meat covering products on commission basis, covering California and adjacent territory. Exclusive agency for right party. W-174, THE NATIONAL PROVISIONER, 300 Madison Ave, New York City.

Salesman for Boston Territory

Wanted, sales agent to sell our meat covering products on commission basis, covering Boston and adjacent territory. Exclusive agency for right party. W-175, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Position Wanted

Sausage Foreman

Now available, Chicago man who seeks connections in Chicago or vicinity. Can make all brands of sausages and specialties, ham, bacon, boiled ham, loaf goods, etc. W-173, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Foreman

Experienced sausage maker and capable foreman thoroughly qualified through training and many years' experience to produce standard and high-grade sausage loaves, specialties and baked and boiled hams. Excellent references, steady and sober, married. Can go anywhere. W-167, THE NATIONAL PROVISIONER, 407 S. Dearborn St. Chicago, Ill.

Sales Representative

with successful record selling casings, full packinghouse line, imported fresh, frozen and canned meats will soon establish himself in California and wants to negotiate with those desiring Pacific Coast sales representation. Can also handle effectively packinghouse equipment or supplies. W-176, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Sausagemaker

Position wanted by sausage maker with 23 years' practical American experience. A-1 chopper and mixer with own formulas, preparing and curing fresh or frozen meats. Specialist in building up run-down sausage department and able to stop any troubles in green, etc. Know how to handle men and get results. Good references. W-171, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Sausage Foreman

Expert sausage maker, German, age 48. Experienced in all kinds of sausage and meat specialties. Understands plant operations and costs. Sausage foreman for twenty years. Chicago connection preferred. W-168, THE NATIONAL PROVISIONER, 407 S. Dearborn St. Chicago, Ill.

Casing Man

Available April 1, casing man with 20 years' experience from supervising the manufacture of casings to selling them. Would like to handle both. Can guarantee best quality and quantity. Furnish excellent references as to character, honesty and efficiency. Will go anywhere, if opportunity justifies. W-164, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Position Wanted

Beef Salesman

Position wanted by young man, 26 years old, with 4 years' experience in beef cuts line for one of large packers. Had charge of selection of beef, veal, and lamb cuts for branch house and car route shipments. W-177, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausagemaker

Position wanted by sausage maker, German, with 20 years' experience making all kinds of sausages and loaves, pork cutting and curing, and canning of wieners. W-156, THE NATIONAL PROVISIONER, 407 S. Dearborn Street, Chicago, Ill.

Sausagemaker

Would like to hear from first-class market desiring the services of first-class, all-around sausage maker experienced in every phase of sausage making. Use either natural casings, fiber casings, or cellophane. Prefer Pacific Coast. JOHN GROSS, 3301 Rockefeller, Everett, Wash.

Accountant

Treasurer, comptroller, office manager, tax expert. Thorough knowledge costs and all packinghouse details. Seventeen years' experience with large and small packers. Married. Age 37. Location immaterial. Salary secondary. References. W-148, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Packer Representative

Advertiser would like to contact independent packer to handle his products either on consignment or commission basis. Have facilities in plant, trade connections in one of large markets convenient to railroad sidings in New York metropolitan area. Communications held confidential. W-172, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Business Opportunities

Packing Plant

Profitable packing plant for sale near Philadelphia. Slaughtering pork, beef and veal. Modern rendering outfit, bologna kitchen, sausage and scrapple room, etc. Land, building, home, trucks, etc. Reputable, active business. For information, write, Chas. Abrams, 1422 South 5th St., Philadelphia, Penna.

Store Space Near Fulton Market

For rent, space in large store with refrigeration near Fulton market, for meat products or food specialties; or will act as distributor for out-of-town packer. FS-165, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Modern Packing Plant

For sale, modern packing plant fully equipped. Real estate includes plant, two barns, two smokehouses, modern bungalow, and seven acres of land. Equipment includes five trucks and one tractor and trailer. To be sold at private sale within 30 days. C. C. Mc Kay, Trustee in Bankruptcy, Fostoria, Ohio.

Business Opportunities

Meat Market

For sale in Twin Cities, Minn., modern retail meat market, fully equipped for manufacture of sausage and allied meat products and processing hams and bacon. Old established business doing \$800,000 annually. Beautiful retail sales department for meats, sausage, dairy and cheese, canned goods, fruits, vegetables. Owner wishes to retire. Building for sale or lease. FS-158, THE NATIONAL PROVISIONER, 407 S. Dearborn Street, Chicago.

To Sell or Lease Packing Plant

For sale or lease, small, complete packing plant in good trade territory. Childress Packing Co., Childress, Texas.

Packing Plant

Will purchase for cash, packing plant fully equipped, now doing from \$1,000,000 to \$10,000,000 in sales per annum to retail trade. Location immaterial. All replies will be treated strictly confidential.

Box 643 Everite,

1465 Broadway, New York City

Miscellaneous

Only 15

of the German Sausage Books left. Printed in German only. There will be no more after they are sold. It is the best book ever printed on sausage and meat curing. For information, write to Hans Polzmacher, Pottsville, Pa.

Bargains in Printing

Lowest prices on letterheads, statements, circulars, forms, envelopes, 5000 for \$8.50. Send sample of your letters and let us quote prices. D. W. Nichols Co., Rockmart, Georgia.

Equipment Wanted

Sausage Machinery

Wanted, 100-lb. stuffer, Randall preferred; also small mixer, approximately 200 lbs., either belt driven or motor driven. W-163, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

For Used Equipment for Sale
see Bottom of Page 57 Opposite



A Real Business Builder

O. R. B.
CANNED HAM
Imported from Poland
ECONOMICAL
FLAVORFUL

Exclusively Imported by
J. S. HOFFMAN CO.
CHICAGO, ILL. NEW YORK, N. Y.

CANNED MEATS — "PANTRY PALS"



STAHL-MEYER, INC., NEW YORK, N. Y.

FERRIS HICKORY SMOKED HAM and BACON

PATENT CASING COMPANY

Manufacturers of

PATENT SEWED CASINGS

MADE UNDER SOL MAY METHODS

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Chicago, Illinois

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in Great Britain**

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PRODUCERS, IMPORTERS AND EXPORTERS OF

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**We are large Buyers all the year
round of all grades of Hog Casings**

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THE CASING HOUSE

BERTH. LEVI & Co., INC.

ESTABLISHED 1882

NEW YORK CHICAGO LONDON
BUENOS AIRES AUSTRALIA WELLINGTON

Equipment for Sale

Rendering Machinery

For sale, 2 dry rendering cookers 5' x 8'. First-class condition. Reasonable. FS-169, THE NATIONAL PROVIDER, 300 Madison Ave., New York City.

Used Equipment for Sale

1 Hottmann 1000-lb. twin-screw mixer; 3 Anderson No 1 Oil Expellers with 15-H. P., AC motors; 2 Anderson RB Expellers; 2-500-ton Hydraulic Curb Presses; two 4-ft. x 9-ft. Mechanical Mfg. Co. Lard Rolls; 1 Allbright-Nell 2 1/2-ft. x 5-ft. Jacketed Dryer; 3 Bartlett & Snow Jacketed Digesters or Tankage Dryers 10' dia.; one 24-in. x 20-in. Type "B" Jeffrey Hammer Mill; 2 Jay-Bee Hammer Mills, No. 2, No. 3, for Cracklings; 1 No. 1 CV M&M Hog; 2 Mechanical Mfg. Co. Double Arm Meat Mixers; 1 "Buffalo" No. 23 Silent Cutter; 1 "Boss" No. 186 Meat Chopper. Miscellaneous: Cutters, Grinders, Melters, Cookers, Rendering Tanks, Hydraulic Presses, Kettles, Pumps, etc.

What have you for sale? Send us a list.

CONSOLIDATED PRODUCTS COMPANY
14-19 Park Row, New York, N. Y.
Shops & Plant: 331 Doremus Ave., Newark, N. J.

Equipment for Sale

Beef Hoists

For sale, four beef hoists, latest type, motor-driven with motors, 220 volt, A.C., 3 droppers for dressing beds. A-1 condition. Priced low for quick sale. FS-170, THE NATIONAL PROVIDER, 300 Madison Ave., New York City.

Sausage Machinery

For sale, the following used machinery:
1 No. 166 "Boss" grinder with 15-HP motor.
1 No. 15 "Boss" mixer, 350-pound capacity with motor.
1 Combination Jeffrey hasher and washer, motor driven, no motor.
FS-160, THE NATIONAL PROVIDER, 407 S. Dearborn St., Chicago, Ill.

Packinghouse Equipment

For sale, 1 Baby "Boss" Hog dehalter; 1 14-ft. "Boss" Hog hoist; 1 "Boss" gambreling table; 1 bleeding rail; and hangers. All good condition; used only short time. For details, write, Frank W. Banfield and Sons Dressed Beef Co., Box 2478, Tulsa, Oklahoma.

Equipment for Sale

Sausage Machinery

For sale, the following used machinery:

43-B cutter and motor
32 cutter and motor
400-lb. stuffer
200-lb. stuffer
1500-lb. mixer and motor
1000-lb. mixer and motor
700-lb. mixer and motor

FS-166, THE NATIONAL PROVIDER, 407 S. Dearborn St., Chicago, Ill.

Used Packinghouse Equipment

For sale, 24-ton Frick ice machine with steam engine. Brownell boiler, Gem City boiler, lard balance scale, cattle scale, track scales, pumps, lard cooking tank, blowers tallow tanks, other items. For list and full particulars write to Geo. H. Alten, P. O. Box 426, Lancaster, Ohio.

ADVERTISERS

IN THIS ISSUE OF THE NATIONAL PROVISIONER

When these firms advertise their equipment, supplies and services, they bring you news more important to you than that contained in your daily newspaper. You wouldn't think of missing your paper; you shouldn't miss the news these firms bring

you in their advertisements. Collectively, they tell you about late developments that make possible better and more efficient ways of conducting all your operations. It pays to watch for and study their messages.



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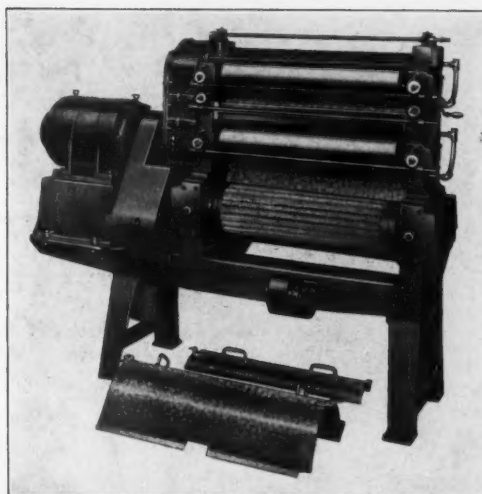


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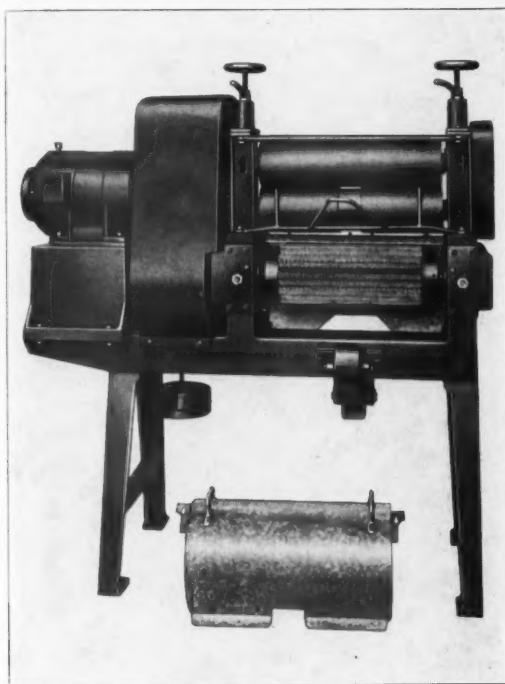
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No. 697 Combination Slime Crusher and Finisher

THE MARGIN OF PROFIT

on Beef Rounds



No. 696 Stripper and Fatter

The spread between the cost of producing Beef Casings and selling prices of these products is not so wide as packers would like to see it. Improper methods may cause much loss. To aid in increasing the margin of profit ANCO has produced a unit of combination machines which will eliminate such losses. . . . The No. 696 Stripper and Fatter consists of a pair of stripping rolls below which are a pair of cylindrical rice root brushes. This equipment replaces separate stripping and fattening machines generally used, and as the feed is practically automatic it saves labor as well as floor space. . . . The No. 697 is a combination Slime Crusher and Finisher. The casings are handled from one machine to another on belts, and after emerging from the second machine the rounds are completely cleaned and ready for measuring, grading, and salting. ANCO is prepared to show you plans for installation, which can be modified to meet your specific requirements.

THE ALLBRIGHT-NELL CO.

Eastern Office:
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New York, N. Y.

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San Francisco, Calif.



THE CIRCLE U LINEUP

for profitable Dry Sausage business

Play to win with the Circle U Dry Sausage line! This famous line of dry sausage is *nationally known* for its uniform high quality. Its flavor gets and *holds* the approval of the most discriminating trade.

You can build a steady, profitable dry sausage business by putting the Circle U lineup to work for you! There's a kind for every taste and nationality.

OMAHA PACKING COMPANY • CHICAGO

